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Food & Agricultural EXPORT DIRECTORY 1991

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United States
Department of
Agriculture

Foreign
Agricultural
Service

Food & Agricultural

EXPORT DIRECTORY 1991

ABSTRACT

The *Food and Agricultural Export Directory* is published for firms engaged in exporting and those who wish to sell U.S. agricultural products in foreign markets. It provides up-to-date listings and brief descriptions of Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting agricultural and food products.

Keywords

Agricultural counselors, attaches, and officers; agricultural trade; directory; embassies; exporting; market development cooperators; multilateral organizations; U.S. Government organizations; State departments of agriculture; trade policy; U.S. Department of Agriculture.

Ordering Information

Single copies of the Directory are available from the Foreign Agricultural Service, Information Division, U.S. Department of Agriculture, Room 5922-South Building, Washington, DC 20250–1000, tel. (202) 720–7937.

Eligibility for participation in all programs administered by the U.S. Department of Agriculture is established by law without regard to race, color, national origin, sex, age, mental or physical handicap, or religion.

Corrections

If your telephone/FAX number, address, or title has changed since this edition of the "Export Directory" was edited, please let us know by sending corrections to:

U.S. Department of Agriculture
Foreign Agricultural Service
Export Directory Changes
Publications Office, 5920-S
Washington, DC 20250–1000

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INTRODUCTION

The United States is one of the world's largest agricultural exporters, reflecting the ability of U.S. agriculture and its related industries to provide ample supplies of quality products at competitive prices. Bulk commodities make up over half of U.S. overseas sales, but significant growth in U.S. exports of consumer food products is expected to continue during the 1990's. In most countries, rising personal incomes are creating demand for more sophisticated foods than those found in traditional national diets. U.S. food technology and quality are recognized throughout the world, providing a solid base on which to build further growth in exports of U.S. consumer food products to fill this demand.

FOREIGN AGRICULTURAL SERVICE

The Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA) conducts programs around the globe to develop, expand, and maintain markets for U.S. agricultural commodities. FAS coordinates a global system for gathering and assessing information on world agriculture and trade. This enables American farmers to market abroad advantageously and it helps consumers obtain food products they need from other countries. FAS also coordinates activities related to the development and expansion of export markets.

The address for FAS offices in Washington, DC, is:

U.S. Department of Agriculture
Foreign Agricultural Service
Washington, DC 20250–1000

The central FAX for FAS is (202) 690–2159.

		Area Code (202)
Administrator	Duane Acker	720–3935 FAX 690–2159
Associate Administrator	Stephen L. Censky	720–5691 FAX 690–2159
Associate Administrator and General Sales Manager	F. Paul Dickerson	720–5173 FAX 690–1595

Trade Assistance and Planning Office

The Trade Assistance and Planning Office serves as a single point of contact for agricultural exporters who need assistance and foreign market information, as well as for those who believe they have been injured by unfair trade practices of foreign countries.

		Area Code (703)
Director	James E. Ross	305–2771 FAX 305–2788

Commodity and Marketing Programs

FAS has a continuing market development program to develop, service, and expand commercial export markets for U.S. agricultural products. Virtually every U.S. agricultural product entering world trade is promoted by one of FAS's market development activities which cover more than 70 countries.

These marketing activities involve work with nonprofit commodity groups, trade associations, and State departments of agriculture and their regional associations. In addition to these cooperative efforts, FAS performs a variety of other promotion and trade servicing operations.

Commodity analysts provide estimates and forecasts of area, yield, and production for foreign crops as well as estimates for foreign livestock, poultry, and dairy production. These efforts are supported by data gathered through remote sensing techniques as well as weather-related analyses of foreign crop conditions.

Commodity experts and economists analyze attache reports on production and trade, combining them with accumulated background information and expertise. Commodity information compiled and analyzed by FAS is available to the public.

Commodity marketing specialists support the work of cooperators and individuals interested in specific markets and products.

		Area Code (202)
Assistant Administrator	Philip L. Mackie	720–4761 FAX 690–3606
Deputy Assistant Administrator, Marketing	Kenneth Howland	720–2705
Deputy Assistant Administrator, Analysis	Robert Riemenschneider	720–7791
Assistant to the Assistant Administrator	Beverly Simmons	720–9059
Dairy, Livestock, and Poultry Division		
Director	Norman R. Kallemeyn	720–8031 FAX 720–6017
Deputy Director for Marketing	Charles T. Alexander	720–3899
Deputy Director for Analysis	Robert Wicks	720–1350
Forest Products Division		
Director	J. Lawrence Blum	720–0638 FAX 720–8461
Deputy Director for Marketing		720–9331
Deputy Director for Analysis	Robert Haresnape	720–1296
Grain and Feed Division		
Director	Donald J. Novotny	720–6219 FAX 720–0340
Deputy Director for Marketing	Francis J. Tarrant	720–4168
Deputy Director for Analysis	Francine Radler	720–3403

High Value Products Services Division		
Director	Suzanne Hale	720–6343 FAX 690–4374
Deputy Director	Lloyd Harbert	720–9509
Horticultural and Tropical Products Division		
Director	Frank Piason	720–6590 FAX 720–3799
Deputy Director for Marketing	Peter O. Kurz	720–7931
Deputy Director for Analysis	Richard Helm	720–3423
Marketing Operations Staff		
Director	Richard Passig	720–4327 FAX 720–8461
Deputy Director	Elizabeth Callanan	690–1497
Oilseeds and Products Division		
Director	Leon G. Mears	720–7037 FAX 720–7670
Deputy Director	Sharon McClure	720–8809
Deputy Director, Marketing	Gary Groves (Acting)	720–0142
Tobacco, Cotton, and Seeds Division		
Director	Ted Horoschak (Acting)	720–9494 FAX 690–1171
Deputy Director for Marketing		720–9518
Deputy Director for Analysis	William Brant	720–9487

Export Credits

The Public Law 480 (Food for Peace) Program

Title I of Public Law 480 (also called the Food for Peace Program) authorizes USDA to provide financing for sales of U.S. agricultural commodities to friendly developing countries on concessional credit terms. Title I concessional sales provide low-interest, long-term credit to foreign governments. U.S. suppliers are paid by the Commodity Credit Corporation (CCC) upon delivery of the commodities on board vessels at U.S. ports. Recipient countries resell the commodities internally and use the proceeds for agricultural and economic development projects. The foreign government repays the loan to the CCC. In FAS, the Program Development Division oversees the preparation and negotiation of country agreements, while the P.L. 480 Operations Division oversees the purchasing and shipping of commodities. In addition, under Title II of P.L. 480, the Agricultural Stabilization and Conservation Service procures U.S. agricultural commodities for direct donation to foreign countries in cases of natural disasters or other crises and in support of nutritional feeding programs. Over two-thirds of these donations are made through voluntary relief agencies and the multilateral World Food Program. The Program Analysis Division coordinates this program with the Agency for International Development.

CCC Commercial Financing

Export Credit Guarantee Programs provide U.S. agricultural exporters or financial institutions a guarantee that they will be repaid for short–and intermediate-term commercial export financing provided to foreign buyers. These programs protect against commercial or noncommercial risk if the importer's bank fails to make payment. Under one program, the CCC will guarantee credit terms of up to 3 years and under another, credit terms from 3 to 10 years are guaranteed.

The programs operate in cases where credit is necessary to increase or maintain U.S. exports to foreign markets and where private financial institutions would be unwilling to provide financing without CCC's guarantees. The CCC Operations Division administers these programs.

Other Programs

Section 416 of the Agricultural Act of 1949, as amended, provides for the donation of CCC-owned surplus dairy products and grains to needy people overseas through public and private nonprofit voluntary agencies and foreign governments.

		Area Code (202)
Assistant Administrator	Christopher Goldthwait	720–6301 FAX 690–1595
Deputy Assistant Administrator	Glenn D. Whiteman	720–4274 FAX 690–0727
Program Analysis Division		
Director	Mary Chambliss	720–3573 FAX 690–5727
Program Development Division		
Director	Kerry Reynolds	720–4221 FAX 690–0251
Deputy Director	Charles Delaplane	720–2623
Area Manager, Europe and Africa	Holly Higgins	690–3245
Area Manager, Latin America, Caribbean, and Oceania	Patricia Haslach	720–0625

Area Manager, Asia and Middle East	Maurice House	720–4216
CCC Operations Division		
Director	Lawrence McElvain	720–6211 FAX 720–0938
Deputy Director	Robert Simpson	720–6211
Chief, Credit Sales Registration Branch	Richard Godsey	720–3224
Chief, Regulations, Procedures and Reports Branch	James Warden	720–2150
Chief Negotiator, Export Sales and Program Operations Branch	Donald Street	720–5540
Chief, Export Program Survey and Review Branch	William Hawkins	690–1635
P.L. 480 Operations Division		
Director	Constance Delaplane	720–3664 FAX 720–6208
Chief, Vessel Approval Branch (Title I)	Judith Demetriades	720–6711
Chief, Title I Commodities Branch	Patrick Lyons	720–5780
Leader, Rate Analysis and Statistics Area	Edward Matthews	720–7736

Foreign Agricultural Affairs

The Office of Foreign Agricultural Affairs (FAA) manages the overseas arm of FAS which consists of more than 270 permanent U.S. and foreign national employees around the world. FAA also coordinates visits of foreign dignitaries to the Office of the Secretary in Washington, DC.

Agricultural counselors, attaches, trade officers and other FAS personnel are assigned to over 80 embassies and consulates around the world and provide coverage of more than 110 countries. These officers gather and interpret global information important to U.S. agricultural trade, including information on production, consumption, trade, agricultural and trade policy, and other factors which affect demand for U.S. products. In addition, these officers represent U.S. agricultural and trade policy interests to host governments and businesses.

Agricultural Trade Offices

The Agricultural Trade Act of 1978 directed the establishment of Agricultural Trade Offices (ATO's) in major centers of commerce throughout the world. This law requires a minimum of six and a maximum of 25 such offices to develop, maintain, and expand international markets for U.S. agricultural commodities. These offices serve as centers for export sales promotions and contact points for importers seeking to buy farm products from the United States. ATO's are located in Algeria, Bahrain, the People's Republic of China, Germany, Hong Kong, Italy, Japan, Korea, Nigeria, Saudi Arabia, Singapore, Tunisia, the United Kingdom, and Venezuela.

		Area Code (202)
Assistant Administrator	Mattie R. Sharpless	720–6138 FAX 720–6063
Deputy Assistant Administrator	Thomas A. Hamby	720–3253
Assistant to the Assistant Administrator	Stephen Huete	720–6878
Europe (Non-EC Countries)	William Huth	720–3080
Europe (EC Countries)	Lloyd Fleck	720–2144
Western Hemisphere	Max Bowser	720–3221
East Asia and Pacific	Shackford Pitcher	720–2690
Near East, South Asia, and Africa	Susan Schayes	720–7053

East European and Soviet Secretariat

The Eastern European and Soviet Secretariat coordinates efforts to assist the development of market economies in the former centrally-controlled countries of the region. The Secretariat maintains information on USDA activities in the region, assists in the development of a USDA strategy for Eastern Europe, ensures proper coordination and clearances with other agencies and departments, and serves as a point of contact for interested individuals and agricultural organizations.

	Area Code (202)
Thomas A. Pomeroy, Coordinator	720–0368
East European and Soviet Secretariat	FAX 690–4369

International Trade Policy

International Trade Policy coordinates USDA's role in negotiating and maintaining international agreements which expand world trade in U.S. agricultural commodities. Trade policy activities include supporting U.S. policy formulation on trade issues arising with the European Community, Japan, and other important trading partners; handling commodity issues that arise in international organizations; monitoring U.S. import quotas for farm products; meeting USDA responsibilities concerning international trade; and supporting the office of the U.S. Trade Representative in trade negotiations. In addition, market development activities are supported by providing economic data and analysis on tariff rates, nontariff barriers, and trade conditions.

International Trade Policy also collects and publishes weekly outstanding sales and accumulated export data. All exporters of U.S.-produced agricultural commodities are required by law to report their sales and associated exports by commodity and country. (Commodities included are barley, cattle hides and skins, corn, all upland cotton, American pima cotton, flaxseed, linseed oil, oats, rice, rye, soybean cake and meal, soybeans, wheat, and wheat products.)

The Office of Food Safety and Technical Services (FSTS) coordinates activities and responds to issues related to food safety regulations and barriers which affect the international trade of U.S. agricultural products. The office serves as the primary contact for U.S. companies' inquiries related to foreign product labeling and food standards, sanitary/phytosanitary regulations, pesticide residues, commodity quality and quantity complaints, and other technical requirements for U.S. products imported into foreign countries.

		Area Code (202)
Assistant Administrator	Richard B. Schroeter	720–6887 FAX 720–0069
Deputy Assistant Administrator	James Truran	720–4055
Asia, Africa and Eastern Europe Division		
Director	John Child	720–1289 FAX 720–0069
Import Policies and Trade Analysis Division		
Director	Carol Harvey	720–2916 FAX 720–0876
Office of Food Safety and Technical Services		
Director	Lyle Sebranek	720–1301 FAX 690–0677
Multilateral Trade Policy Affairs Division		
Director	James Grueff	720–1324 FAX 720–6139
Trade and Economic Information Division		
Director	Dewain Rahe	720–1294 FAX 720–7772
Western Europe and Inter-America Division		
Director	Kenneth J. Roberts	720–1340 FAX 720–3799

Publications

The Foreign Agricultural Service issues a variety of publications to assist agricultural exporters. Of particular interest are the following:

AgExporter

This monthly magazine for U.S. businesses selling farm products overseas provides tips on exporting, descriptions of markets with the greatest sales potential, and information on export assistance available from the USDA. Concise articles are generally accompanied by tables and graphs to let readers know at a glance what's going on overseas. Every month regular news departments provide short wrap-ups of foreign buying trends, new competitors and products, trade policy developments, and promotion activities around the world. The annual subscription rate is $14 domestic; $17 foreign. Order from the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4638-South Building, Washington, DC 20250–1000.

FAS Circulars

These periodic commodity reports provide agricultural exporters with timely, reliable information on the needs of foreign buyers, changing consumer preferences, foreign trade policies, and the production, supply, and demand situation in countries around the world. World agricultural information and updates on special FAS export services for the food and agricultural trade are highlighted.

FAS circulars are available through subscription. For a price list and an order blank, write to the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4644-South Building, Washington, DC 20250–1000.

U.S. Export Sales Report

This weekly publication provides timely reporting of outstanding sales and accumulated exports of major agricultural commodities. This report, based on information submitted by private U.S. exporters, is available upon request from FAS in hard copy or through USDA's Computerized Information Delivery (CID) Service.

News Releases

These reports announce agreements and allocations for farm exports covered under the Public Law 480 (Food for Peace) Program, the GSM-102 and GSM-103 Export Credit Guarantee Programs, the Export Enhancement Program (EEP), and the Market Promotion Program. For 24-hour information on export credit guarantee activities, call (202) 720–1621. For 24-hour information on EEP activities, call (202) 720–2043. In addition, all FAS press releases issued each day are available through a FAX system. To receive the releases, callers should dial (202) 720–1728 and set their FAX machine for polling.

FAS also publishes status reports of sugar imports under the U.S. quota system.

Services to Exporters

The AgExport Connections office provides information services to help expand and promote agricultural exports. Its "AgExport Action Kit" describes services such as Trade Leads, Buyer Alert, and listings of foreign buyers to help U.S. food and agricultural exporters.

Trade Leads

FAS offices around the world send inquiries from overseas buyers looking for U.S. products to FAS in Washington, DC. FAS then disseminates from 2,500 to 4,000 Trade Leads domestically each year. Trade Leads may be obtained in four ways:

- Trade Leads FAX Service:
  Trade Leads are available each week by polling the AgExport FAX machines. Trade Leads are grouped by commodity. To request information on how to access the Trade Leads FAX service, FAX AgExport Connections at (202) 690–4374.

- Trade Leads Bulletin:
  All Trade Leads are published in a weekly bulletin titled AgExport Trade Leads. The bulletin also highlights upcoming trade shows and foreign trade developments throughout the world. The subscription fee for AgExport Trade Leads is $75 per year. To subscribe, send a check payable to "USDA-FAS" to:

  AgExport Connections
  Room 4939, South Building
  FAS-USDA
  Washington, DC 20250–1000

  Tel: (202) 720–7103

  FAX: (202) 690–4374

- Electronic Trade Leads:
  With a computer, a modem, and the right software you can receive Trade Leads electronically. To request a packet with information on the different types of services and prices, contact:

  Computer Information Delivery Service (CID)
  Office of Public Affairs – USDA
  Room 536-A, Administration Building
  Washington, DC 20250

  Tel: (202) 720–5505

  FAX: (202) 720–8089

  To subscribe to CID service directly, contact Martin Marietta Information Systems Group. Tel: (703) 802–5700.

- The Journal of Commerce
  Selected Trade Leads are published several times each week in the "Agricultural Trade Leads" column of the Journal of Commerce. For subscription information, contact:

  The Journal of Commerce
  110 Wall Street
  New York, NY 10005

  Tel: (212) 425–1616 or (800) 221–3777

Foreign Buyer Lists

The AgExport Connections staff maintains a database of approximately 13,000 foreign firms from over 70 countries. These foreign firms have expressed interest in importing specific U.S. food and agricultural products. U.S. firms may obtain lists to match their products with prospective foreign buyers. The Foreign Buyer Lists provide company name, contact, address, telephone, FAX, and/or Telex numbers (where available). The lists may be ordered for a specific commodity for the entire world, or by country for all commodities. In addition, Foreign Buyer Lists may be processed on Cheshire or gummed labels.

International Trade Shows

FAS organizes U.S. pavilions in major international food shows throughout the world. For a fee, participants receive individual booths, access to a trade lounge, advance publicity, product shipment, and customs clearance for the show. For a trade show calendar, call (202) 720–7937.

U.S. Agricultural Representatives Abroad

Sample Mailing Address

The following list provides information on how to contact U.S. agricultural attaches, counselors, and trade officers stationed overseas. Below are samples of how to address mail to an overseas post using the agricultural attache at the American Embassy in Jakarta as an example:

APO/FPO Address
Agricultural Attache
American Embassy, Jakarta
APO San Francisco, CA 96356–0001

Pouch Address
Agricultural Attache
Embassy, Jakarta
U.S. Dept. of Agriculture, FAS
Washington, DC 20250–6000

International Address
Agricultural Attache
American Embassy
Medan Merdeka Selatan 5
Jakarta
INDONESIA

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Algeria, Algiers American Embassy 28 Rue Youcef Tayebi El Biar B.P. Box 549 (Alger-Gare) Tel: (011–213–2) 786–025 or 797–352 Telex: 61484 USAGR DZ FAX: (011–213) 278–6145 Workweek: Saturday – Wednesday	Paul Hoffman Agricultural Trade Officer	Algiers U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000
Argentina, Buenos Aires (also Uruguay) American Embassy 4300 Colombia 1425 Capital Federal Tel: (011–54–1) 774–7611 Direct Line: 775–0887 Telex: 18156 AMEMBAR FAX: (011–54–1) 775–4205	Marvin Lehrer Agricultural Counselor	American Embassy APO Miami, FL 34034–0001
Australia, Canberra American Embassy Moonah Place Yarralumla, A.C.T. 2600 Tel: (011–61–62) 705–854 Telex: AA62104 USAEMB FAX: (011–61–62) 273–1656	John E. Riesz Agricultural Counselor	American Embassy APO San Francisco, CA 96404
Austria, Vienna (also Hungary and Czechoslovakia) American Embassy Boltzmanngasse 16, A-1091 Tel: (011–43–222) 315–511 Telex: 114634 FAX: (011–43–222) 310–82–08	Robert J. Svec Agricultural Counselor	American Embassy APO New York, NY 09108
Bahrain, Manama Agricultural Trade Office Building 979, Road 3119, Block 331 Zinj, Bahrain Tel: (011–973) 273–300 Telex: 9398 USATO BN FAX: (011–973) 274–233 Workweek: Saturday – Wednesday	Philip A. Letarte Agricultural Trade Officer	American Embassy FPO New York, NY 09526–0001

Bangladesh, Dhaka American Embassy Adamjee Court Bldg. Montijheel Tel: (011–800–2) 280–077 /231–024 Telex: 642319 AEDKA BJ FAX: (011–800–2) 411–648 Workweek: Sunday – Thursday	Daniel B. Conable Agricultural Counselor (Resides in New Delhi)	Dhaka U.S. Dept. of Agriculture-FAS Washington, DC 20250–6000
Belgium, Brussels (also Luxembourg) American Embassy 27 Blvd. du Regent B-1000 Brussels Tel: (011–32–2) 513–3830 Telex: 846–21336 FAX: (011–32–2) 513–7261	John M. Beshoar Agricultural Counselor	American Embassy APO New York, NY 09667–1013
Belgium, Brussels U.S. Mission to the European Communities (USEC) 40 Blvd. du Regent Brussels, 1000 Tel: (011–32–2) 513–4450 Telex: 21336 FAX: (011–32–2) 511–0918	Edmund L. Nichols Agricultural Minister-Counselor	American Embassy USEC, APO New York, NY 09667–1030
Brazil, Brasilia (also Paraguay) American Embassy Avenida das Nocoes, Lote No. 3 Tel: (011–55–61) 321–7272 Direct Line: 226–3159 Telex: 061-1091 FAX: (011–55–61) 225–9136	John Reddington Agricultural Counselor	American Embassy APO Miami, FL 34030–7500
Brazil, Rio de Janeiro American Consulate General Avenida Presidente Wilson, 147 Rio de Janeiro, RJ 20030 Tel: (011–55–21) 292–7117 Direct Line: 240–5759 Telex: 021–21466 CGEU FAX: (011–55–21) 220–0439	John Reddington Agricultural Officer (Resides in Brasilia)	American Consulate General RDJ, APO Miami, FL 34030–3090

Brazil, Sao Paulo American Consulate General U.S. Trade Center Edificio Eloy Chaves Avenida Paulista 2439 Tel: (011–55–11) 853–2011/2411 Telex: 011–25274 FAX: (011–55–11) 852–5154 ATTN: Agricultural Officer	Marcus E. Lower Agricultural Officer	American Consulate General SP, APO Miami, FL 34030–3110
Canada, Ottawa American Embassy 100 Wellington Street KIP 5T1 Tel: (1–613) 238–5335 ext. 267 Telex: 033582 FAX: (1–613) 233–8511	Bryant H. Wadsworth Agricultural Minister-Counselor	American Embassy P.O. Box 5000 Ogdensburg, NY 13669–0430
Chile, Santiago American Embassy Codina Bldg. 1343 Agustinas Tel: (011–56–2) 710-133 Direct Line: 698–9626 Telex: 240062 USA-CL FAX: (011–56–2) 698–9626	Robert H. Curtis Agricultural Attache	American Embassy APO Miami, FL 34033
China, People's Republic of, Beijing American Embassy Xiu Shui Dongjie 2 Tel: (011–86–1) 532–3431 ext. 275 Direct Line: 532–2962 Telex: 74U0483 AGBEI UC FAX: (011–86–1) 532–2962	Edwin Bauer Agricultural Counselor	Agricultural Affairs Office American Embassy FPO San Francisco, CA 96655–0001
China, People's Republic of, Beijing Xiu Shui Dongjie 2 Tel: (011–86–1) 532–3431 ext. 274 FAX: (011–86–1) 532–2962	Scott Sindelar Agricultural Trade Officer	c/o Agricultural Affairs Office American Embassy FPO San Francisco, CA 96655–0001

China, People's Republic of, Guangzhou American Consulate General China Hotel Office Tower Room 1259, Liu Hua Lu Road Tel: (011–86–20) 66–33–88 ext. 1283 Direct Line: 677–553 Telex: 44888 CHLGZ CN ATTN: Phil Shull, American Consulate FAX: (011–86–20) 660–703	Philip A. Shull Agricultural Trade Officer	ATO, Consulate General China Hotel Office Tower FPO San Francisco, CA 96655
Colombia, Bogota American Embassy Calle 37 #8–40 Tel: (011–571) 285–1300 Direct Line: 287–4556 Telex: 44843 FAX: (011–571) 287–3427	John Harrison Agricultural Attache	American Embassy APO Miami, FL 34038
Costa Rica, San Jose (also Nicaragua) American Embassy Frente Al Centro Commercial De Pavas Tel: (011–506) 20–39–39 Direct Line: 316–483 FAX: (011–506) 32–7709	David B. Young Agricultural Attache	American Embassy APO Miami, FL 34020
Cote D'Ivoire, Abidjan (also Guinea, Liberia, Senegal, Sierra Leone, and Zaire) 5 Rue Jesse Owens, 01 B.P. 1712 Tel: (011–225) 320–979/324–672 Direct Line: 213–996 Telex: 23660 FAX: (011–225) 223–259	Randy Zeitner Agricultural Attache	Abidjan Department of State Washington, DC 20521–2010
Denmark, Copenhagen (also Norway) American Embassy Dag Hammarskjolds Alle 24 Tel: (011–45) 31–423–144 Telex: 22216 FAX: (011–45) 35–430–278	Robert Tetro Agricultural Counselor	American Embassy APO New York, NY 09170

Dominican Republic, Santo Domingo (also Haiti & Jamaica) American Embassy Calle Cesar Nicolas Penson and Leopoldo Navarro Tel: (1–809) 541–2171 (or dial international operator at 9–00 for help) Direct Line: 688–8090 Telex: 3460013 FAX: (1–809) 685–4743	Forrest Geerken Agricultural Counselor	American Embassy APO Miami, FL 34041-0008
Ecuador, Quito American Embassy 120 Avenida Patria Tel: (011–593–2) 562–890 Direct Line: 529–088/564–147 Telex: 239-USICA Q ED FAX: (011–593–2) 502–052	L. P. Emerson Agricultural Attache (Resides in Lima)	American Embassy APO Miami, FL 34039
Egypt, Arab Republic of, Cairo American Embassy 5 Sharia Latin America Garden City Tel: (011–20–2) 355–7371 ext. 2388 Direct Line: 357–2388 Telex: 93773 AMEMB UN FAX: (011–20–2) 356–3989 Workweek: Sunday – Thursday	Franklin D. Lee Agricultural Counselor	American Embassy/FAS Box 22 APO New York, NY 09674–0006
France, Paris American Embassy 2 Avenue Gabriel 75382 Paris Cedex 08 Tel: (011–33–1) 4–296–1202 ext. 2767 Telex: 650–221F FAX: (011–33–1) 4–266–6106	George Pope Agricultural Counselor	American Embassy APO New York, NY 09777
Germany, Berlin American Embassy 1080 Berlin Neustaedtische Kirchstrasse 4–5 Tel: (011–37–2) 220–2741 Telex: 112479 USEMB DD FAX: (011–49–30) 251–0231 (For Agrl. Attache)	Kenneth Murray Agricultural Attache	American Embassy U.S. Embassy Office, Berlin APO New York, NY 09742

Germany, Bonn American Embassy Deichmannsaue 5300 Bonn 2 Tel: (011–49–228) 3391 Direct Line: 339–2133 or 339–2274 Telex: 885–452 FAX: (011–49–228) 334–697	Gerald W. Harvey Agricultural Counselor	American Embassy Box 385 APO New York, NY 09080
Germany, Hamburg American Consulate General Grosse Theaterstrasse 42 D-2000, Hamburg 36 Tel: (011–49–40) 341-207 Telex: 2163970 ATO D FAX: (011–49–40) 341–200	Gregg Young Agricultural Trade Officer	c/o American Consulate General APO New York, NY 09215–0002
Great Britain and Northern Ireland (See United Kingdom)		
Greece, Athens (also Cyprus and Israel) American Embassy 91, Vasilissis Sofias Avenue GR-101 60 Athens Tel: (011–30–1) 721–2951 Direct Line: 643–1289 Telex: 21-5548 FAX: (011–30–1) 721–5264	James Freckman Agricultural Counselor	American Embassy APO New York, NY 09255–0006
Guatemala, Guatemala City (also Belize, El Salvador, and Honduras) American Embassy Avenida la Reforma 7–01 Zona 10 Tel: (011–502–2) 311–541 Direct Line: 324–030 FAX: (011–502–2) 318–293	John D. Jacobs Agricultural Attache	American Embassy APO Miami, FL 34024
Hong Kong American Consulate General 18th Floor, St. John's Building 33 Garden Road Tel: (011–852–5) 239–011 Telex: 7400 452 USDOC HX FAX: (011–852–5) 845–0943	Phillip C. Holloway Agricultural Trade Officer	American Consulate General Box 30 FPO San Francisco, CA 96659–0002

Hungary, Budapest American Embassy V. Szabadsag Ter 12 Tel: 126–450 Telex: 18048 224–222	Robert J. Svec Agricultural Counselor (Resides in Vienna)	American Embassy APO New York, NY 09213 (BUD)
India, New Delhi (also Sri Lanka) American Embassy Shanti Path Chanakyapuri 21 Tel: (011–91–11) 600–651 ext. 267/367 Telex: 031–65–269-USEM-IN FAX: (011–91–11) 687–2391	Daniel B. Conable Agricultural Counselor	New Delhi U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000
Indonesia, Jakarta American Embassy Medan Merdeka Selatan 5 Tel: (011–62–21) 360–360 ext. 2161 Telex: 44218 AMEMB JKT FAX: (011–62–21) 360–644	Michael L. Humphrey Agricultural Attache	American Embassy APO San Francisco, CA 96356–0001
Ireland, Dublin American Embassy 42 Elgin Road Ballsbridge Tel: (011–353–1) 688–777/687–122 Telex: 93684 FAX: (011–353–1) 687–423	James P. Rudbeck Agricultural Minister-Counselor (Resides in London)	Dublin U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000
Israel, Tel Aviv American Embassy 71 Hayarkon Street Tel: (011–972–3) 654–338 Telex: 33376/371386 USFCS IL FAX: (011–972–3) 663–449	James Freckman Agricultural Counselor (Resides in Athens)	American Embassy APO New York, NY 09672
Italy, Milan American Consulate General Via Principe Amedeo 20121 Milano Tel: (011–39–2) 2900–1841 Telex: 330208 FAX: (011–39–2) 659–9641	Stan M. Cohen Agricultural Officer	American Consulate General Box M APO New York, NY 09794

Italy, Rome American Embassy Via Veneto 119/A 00187-Rome Tel: (011–39–6) 46741 Direct Line: 46742–307/362 Telex: 622322 AMBRMA FAX: (011–39–6) 638–2792	Frank Padovano Agricultural Counselor	American Embassy APO New York, NY 09794–0007
Italy, Rome U.S. Misson to the UN Agencies for Food and Agriculture/FODAG U.S. Embassy to the Holy See Via Aurelia 294/A, 00165 Rome Tel: (011–39–6) 4–6741 Direct Line: 639–0558, ext. 264 FAX: (011–39–6) 639–0027	J. Dawson Ahalt Agricultural Attache for Food and Agricultural Affairs	American Embassy APO New York, NY 09794–0007
Japan, Tokyo American Embassy 105 Akasaka, 1-Chome Minato-ku, Tokyo 107 Tel: (011–81–3) 3224–5000 Direct Line: 224–5100 Telex: 2422118 FAX: (011–81–3) 3589–0793	James V. Parker Agricultural Minister-Counselor	American Embassy Box 226 APO San Francisco, CA 96503
Japan, Tokyo American Embassy Tameike Tokyu Building 1–14 Akasaka, 1-Chome Minato-ku, Tokyo 107 Tel: (011–81–3) 3224–5115 Telex: J29180 ATO Tokyo FAX: (011–81–3) 3582–6429	LaVerne E. Brabant Agricultural Trade Officer	Agricultural Trade Office American Embassy, Box 241 APO San Francisco, CA 96503
Kenya, Nairobi (also Malawi, Tanzania, and Zambia) American Embassy P.O. Box 30137 Moi Avenue and Haile Selassie Tel: (011–254–2) 334-141 ext. 268 Telex: 22964 FAX: (011–254–2) 340–838	David Rosenbloom Agricultural Attache	American Embassy APO New York, NY 09675

Korea, Seoul American Embassy 82 Sejong-Ro Chongro-ku, Seoul 100 Tel: (011–82–2) 732–2601 ext. 4297 Telex: 7400237 AGSOL UC FAX: (011–82–2) 738–7147	Robert McConnell Agricultural Minister-Counselor	American Embassy APO San Francisco, CA 96301
Korea, Seoul American Embassy 63, 1-KA, Ulchi-ro Choong-ku, Seoul 100 Tel: (011–82–2) 732–2601 ext. 4188 Telex: 7400238 KSATO UC FAX: (011–82–2) 752–5626	Ralph B. Gifford Agricultural Trade Officer	American Embassy APO San Francisco, CA 96301
Kuwait Agricultural Trade Office P.O. Box 77, Safat 13001 Safat, Kuwait Tel: (011–965) 242–4151 Direct Line: 245–3926 Telex: 2039 HILTELS KT FAX: (965) 240–7368 Workweek: Saturday – Wednesday	Philip A. Letarte Agricultural Trade Officer (Resides in Bahrain)	Kuwait U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000
Malaysia, Kuala Lumpur American Embassy 376 Jalan Tun Razak P.O. Box 10035 50700 Kuala Lumpur Tel: (011–60–3) 248–9011 Telex: FCSKLMA 32956 FAX: (011–60–3) 242–1866	Jeffrey A. Hesse Agricultural Attache	Kuala Lumpur U.S. Dept.of Agriculture, FAS Washington, DC 20250–6000
Mexico, Mexico City, D.F. American Embassy Paseo de la Reforma 305 Colonia Cuauhtemoc Tel: (011–525) 211–0042 Telex: 017–73–091/017–75–685 FAX: (011–525) 208–2115	Richard Barnes Agricultural Counselor	American Embassy P.O. Box 3087 Laredo, TX 78044

Morocco, Rabat American Embassy 3, Charia Marrakech Tel: (011–212–7) 622–65 Direct Line: 659–87 Telex: 31005 FAX: (011–212–7) 765–661	John H. Wilson Agricultural Attache	American Embassy APO New York, NY 09284
Netherlands, The Hague American Embassy Lange Voorhout 102 2514 EJ The Hague Tel: (011–31–70) 310–9209, Telex: (844) 31704 FAX: (011–31–70) 365–7681	Norval E. Francis, Jr. Agricultural Attache	American Embassy APO New York, NY 09159–7011
New Zealand, Wellington American Embassy 29 Fitzherbert Terrace Thorndon, Wellington Tel: (011–64–4) 722–068 Telex: NZ 3305 FAX: (011–64–4) 730–772	John Hopkins Agricultural Attache	American Embassy FPO San Francisco, CA 96690–0001
Nigeria, Lagos (also Cameroon and Ghana) American Embassy 2 Eleke Crescent P.O. Box 554 Tel: (011–234–1) 610–097/050 Direct Line: 615–699 Telex: 23616 FAX: (011–234–1) 610–257	Joseph R. Butler Agricultural Counselor	Lagos U.S. Dept. 0f Agriculture, FAS Washington, DC 20250–6000
Norway, Oslo American Embassy Drammensveien 18 Oslo 2, Norway Tel: (011–47–2) 448–550 Telex: 78470 FAX: (011–47–2) 449–425	Robert Tetro Agricultural Counselor (Resides in Copenhagen)	American Embassy APO New York, NY 09085–5460

Pakistan, Islamabad American Embassy Diplomatic Enclave Ramna 5, P.O. Box 1048 Tel: (011–92–51) 826–161 Telex: 5864 AE ISL PK FAX: (011–92–51) 821–409/822–004 Workweek: Sunday – Thursday	Frank Coolidge Agricultural Attache	American Embassy PSC Box 38 APO New York, NY 09614
Panama American Embassy Apartado 6959 Panama 5, Republic of Panama Tel: (011–507) 27–1777 FAX: (011–507) 27–1964	William W. Westman Agricultural Attache	American Embassy Box E APO Miami, FL 34002
Peru, Lima (also Bolivia) American Embassy AID Building Larrabure y Unanue 110 Tel: (011–51–14) 330–555 ext. 151 Direct Line: 33–4569 Telex: 25028 PE USCOMATT FAX: (011–51–14) 33–4623 (ATTN: Agricultural Attache)	L. P. Emerson Agricultural Attache	American Embassy APO Miami, FL 34031
Philippines, Manila American Embassy 1201 Roxas Boulevard Tel: (011–63–2) 521–7116 Telex: 722–27366 AME PH FAX: (011–63–2) 818–9674	Lyle Moe Agricultural Counselor	American Embassy APO San Francisco, CA 96528
Poland, Warsaw American Embassy Aleje Ujazdowskie 29/31 Tel: (011–48–22) 283–041 ext. 321 Telex: 814628 AGRUS PL FAX: (011–48–22) 289–326	Weyland Beeghly Agricultural Attache	American Embassy, Warsaw AmConGen (WAW) APO New York, NY 09213

Portugal, Lisbon American Embassy Room 114 Avenida das Forcas Armadas, 1600 Tel: (011–351–1) 726–6600/6659 Telex: 12528 AMEMB FAX: (011–351–1) 726–9721 (ATTN: Agricultural Attache)	Daniel K. Berman Agricultural Attache	American Embassy APO New York, NY 09678–0002
Romania, Bucharest (also Bulgaria) American Embassy Strada Tudor Arghezi 7–9 Tel: (011–40–0) 104–040 Telex: 11416	Clyde Gumbmann Agricultural Attache (Resides in Belgrade)	AmConGen (BUCH) APO New York, NY 09213 (BUH)
Saudi Arabia, Jeddah (also Yemen Arab Republic) American Consulate General Palestine Road, Jeddah Tel: (011–966–2) 667–0080 ext. 299 Direct Line: 661–2408/669–3075 Telex: 604683 USATO SJ FAX: (011–966–2) 667–6196 Workweek: Saturday – Wednesday	Pitamber Devgon Agricultural Trade Officer (Resides in Riyadh)	American Consulate General APO New York, NY 09697–0002
Saudi Arabia, Riyadh American Embassy Collector Road M. Riyadh Diplomatic Quarter Tel: (011–966–1) 488–3800 ext. 561 Telex: 401363 USFCS SJ FAX: (011–966–1) 482–4364 Workweek: Saturday – Wednesday	Pitamber Devgon Agricultural Trade Officer (Resides in Riyadh)	American Embassy APO New York, NY 09038
Singapore (also Brunei) American Embassy 541 Orchard Road, 08–04 Liat Towers Singapore 0923 Tel: (011–65) 737-1233/734-1820 Telex: RS55318 USDA FAX: (011–65) 732–8307	Geoffrey W. Wiggin Agricultural Trade Officer	American Embassy FPO San Francisco, CA 96699–0001

South Africa, Pretoria (also Botswana, Lesotho, Swaziland, and Zimbabwe) American Embassy Thibault House, 3rd floor 225 Pretorius Street Pretoria 0002 Tel: (011–27–12) 284–266 Telex: 322–143 USPTA FAX: (011–27–12) 219–278	James Benson Agricultural Attache	Pretoria U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000
Spain, Madrid American Embassy Serrano, 75 28006 Madrid Tel: (011–34–1) 577–4000 Ext. 2515 Direct Line: 431–2998 FAX: (011–34–1) 576–8063	Richard T. McDonnell Agricultural Counselor	American Embassy APO New York, NY 09285–8500
Sweden, Stockholm (also Finland) American Embassy Strandvagen 101, Stockholm S-11527 Tel: (011–46–8) 783–5300 Direct Line: 783–5389/5390 Telex: 12060 AMEMB S/7400233 AGATTUC FAX: (011–46–8) 662–8495	Gordon S. Nicks Agricultural Attache	Stockholm U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000
Switzerland, Bern American Embassy Jubilaeumstrasse 93 3005 Bern Tel: (011–41–31) 437–276 Direct Line: 437–278 Telex: (845) 912603 USEM-CH FAX: (011–41–31) 437–363 ATTN: Agricultural Counselor	Maggie Dowling Agricultural Attache	Bern U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000

Switzerland, Geneva U.S. Mission to the European Office of the UN and Other International Organizations Botanic Building 1–3 Ave. de la Paix 1202 Geneva Tel: (011–41–22) 732–09–70 Telex: 22103 USMIO CH FAX: (011–41–22) 799–08–94	Mary Revelt Agricultural Attache	Geneva U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000
Syria, Damascus American Embassy Office of Agricultural Affairs 87 Ata Al-ayoubi Street Abou Rummaneh, Damascus Tel: 332–315/814 Telex: 411919 USDAMA SY FAX: 718–687 Workweek: Saturday-Thursday	Larry L. Panasuk Agricultural Counselor (Resides in Ankara)	Damascus U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000
Taiwan, Taipei American Institute in Taiwan 7/9, Lane 134, Hsin Yi Road Sec. 3 Tel: (011–886–2) 709–2000 Telex: 23890 USTRADE FAX: (011–886–2) 709–2054	Steve D. Yoder Agricultural Officer	American Institute in Taiwan P.O. Box 1612 Washington, DC 20013
Thailand, Bangkok American Embassy 95 Wireless Road Tel: (011–66–2) 252–5040 ext. 2468 Telex: 20966 FCS BKK TH FAX: (011–66–2) 255–9199	Richard K. Petges Agricultural Attache	American Embassy Box 41 APO San Francisco, CA 96346–0001
Tunisia, Tunis American Embassy 6, rue St. Fulgence, 1002 Tel: (011–216–1) 794–337/781–553 Telex: 14307 USATO FAX: (011–216–1) 785–345	Abdullah Saleh Agricultural Trade Officer	Tunis-ATO U.S. Dept. of Agriculture, FAS Washington, DC 20250–6000

Turkey, Ankara (also Lebanon and Syria) American Embassy 110 Ataturk Blvd. Kavaklidere, Ankara Tel: (011–90–4) 126–54–70 Direct Line: 126–08–55 Telex: 43144 USIA TR FAX: (011–90–4) 167–0056	Larry Panasuk Agricultural Counselor	American Embassy APO New York, NY 09257–0006
Turkey, Istanbul (also Lebanon and Syria) American Consulate General Mesrutiyet Caddesi 104–108 Tepebasi 80050 Istanbul Tel: (011–90–1) 151–3602 ext. 330 Direct Line: 152–5202 Telex: 24077 ATOT TR FAX: (011–90–1) 152–2417 (ATTN: ATO)	Larry Panasuk Agricultural Trade Officer (Resides in Ankara)	American Consulate General Istanbul APO New York, NY 09380–5030
Union of Soviet Socialist Republics, Moscow American Embassy Moscow 123242 USSR Ulitsa Chaykovskogo 19 Tel: 252–2451 thru 59, 230–2001 Telex: 413160 USGSO SU FAX: (011–7095) 230–21–01 ATTN: Ag Minister-Counselor	David M. Schoonover Agricultural Minister Counselor	American Embassy-AGR APO New York, NY 09862–5438
United Arab Emirates, Dubai American Consulate General P.O. Box 9343 Dubai International Trade Center Tel: (011–971–4) 371–115 Direct Line: 375–612 Telex: (983) 46031 BACCUS EM FAX: (011–971–4) 375–121 Workweek: Saturday – Wednesday	Philip A. Letarte Agricultural Trade Officer (Resides in Bahrain)	Dubai U.S. Dept. of Agriculture, FAS Washington, DC 20521–6020
United Kingdom, London (also Ireland) American Embassy 24/31 Grosvenor Sq. W. 1A 1AE Tel: (011–44–1) 499–9000 ext. 2465 Direct Line: 408–8063 Telex: 266777 FAX: (011–4471) 409–2019	James P. Rudbeck Agricultural Minister-Counselor	American Embassy Box 48 FPO New York, NY 09509

United Kingdom, London American Embassy 101 Wigmore Street, W1H 9AB Tel: (011–44–1) 499–0024 Telex: 296009 USAGOF FAX: (011–44–71) 493–5526	Robert D. Fondahn Agricultural Trade Officer	American Embassy Box 48 FPO New York, NY 09509
Venezuela, Caracas (also Barbados, Guyana, Netherlands Antilles, Suriname, Trinidad and Tobago) American Embassy Avenida Principal de la Floresta Caracas, 1060-A, Venezuela Tel: (011–58–2) 285–2222/3111 Telex: 25501 AMEMB VE FAX: (011–58–2) 285–0336	Lynn Abbott Agricultural Counselor	American Embassy Office of Agricultural Counselor APO Miami, FL 34037
Venezuela, Caracas (also Aruba, Barbados, Grenada, Guadeloupe, Guyana, Martinique, Netherlands Antilles, St. Lucia, St. Vincent, Suriname, and Trinidad and Tobago) U.S. Agricultural Trade Office Piso 18, Torre C, Centro Plaza Los Palos Grandes, Caracas 1062 Tel: (011–58–2) 283–2353 Direct Line: 283–2521 Telex: 29119 USATO VC FAX: (011–58–2) 284–5412	Alfred Persi Agricultural Trade Officer	Agricultural Trade Office APO Miami, FL 34037–3140
Yemen Arab Republic, Sanaa American Embassy P.O. Box 1088 Tel: (011–967–2) 238842/52 Telex: 2697 EMBSAN YE FAX: (011–967–2) 251563 Workweek: Saturday – Wednesday	Pitamber Devgon Agricultural Trade Officer (Resides in Riyadh)	Sanaa U.S. Dept. of Agriculture, FAS Washington, DC 2025–6000
Yugoslavia, Belgrade (also Bulgaria and Romania) American Embassy 50 Kneza Milosa 11000 Belgrade Tel: (011–38–11) 645–655, ext. 179 Telex: 11529 AMEMBA YU FAX: (011–38–11) 646–748	Clyde Gumbmann Agricultural Counselor	American Embassy, Box 5020 APO New York, NY 09213

RELATED USDA AGENCIES

Agricultural Cooperative Service

The Agricultural Cooperative Service (ACS) of the USDA helps solve the problems of and creates opportunities for U.S. agricultural cooperatives. ACS staff assist cooperatives by providing (1) research reports and other publications that address broad topics, and (2) technical assistance studies that are aimed at solving specific problems of one or more cooperatives. ACS research reports and other publications are available to the public; technical assistance reports are only distributed to the cooperatives for which they were done.

To get a catalog of ACS publications and an order form, write to:

Agricultural Cooperative Service

U.S. Department of Agriculture
P.O. Box 96576
Washington, DC 20090–6576

Requests for technical assistance should be mailed to:

Agricultural Cooperative Service

Randall E. Torgerson
Administrator

U.S. Department of Agriculture
P.O. Box 96576
Washington, DC 20090–6756

The ACS International Trade Program (ITP) conducts research on topics that are related to agricultural cooperatives engaged in international trade. The ITP may be contacted at:

International Trade Program
Tel: (202) 690–1428
FAX: (202) 720–4641

Agricultural Cooperative Service
U.S. Department of Agriculture

Agricultural Marketing Service

The food quality certification service (also called "acceptance service"), provided by USDA's Agricultural Marketing Service (AMS), is available to foreign buyers to assure that any product shipped overseas meets contract specifications. To apply for the service, which is operated on a user-fee basis, foreign buyers must submit the specification or contract to AMS in advance. The AMS will review the contract and work with the buyers to write a specification that can be certified. The requirements for USDA certification can be made a part of the purchase contract. USDA also has grade standards for a wide variety of food products.

The following contacts are for AMS certification services.

Dairy
Tel: (202) 720–3171
FAX: (202) 720–4844

Tracy Schonrock
Chief

Dairy Grading Branch
Dairy Division
Agricultural Marketing Service
U.S. Department of Agriculture
P.O. Box 96456
Washington, DC 20090–6456

Fruits and Vegetables Tel: (202) 720–5870 FAX: (202) 720–0393	Karl E. Torline Chief	Fresh Products Branch Fruit and Vegetable Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090–6456
Tel: (202) 720–4693 FAX: (202) 690–1527	Jim Rodeheaver Chief	Processed Products Branch Fruit and Vegetable Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090–6456
Meat Grading Tel: (202) 720–1113 FAX: (202) 690–4119	Eugene M. Martin Chief	Meat Grading and Certification Branch Livestock and Seed Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090–6456
Poultry and Eggs Tel: (202) 720–3271 FAX: (202) 720–3165	Larry W. Robinson Chief	Poultry Grading Branch Poultry Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090–6456

The Agricultural Marketing Service also offers services to exporters through its Transportation and Marketing Division (TMD). Economists, traffic management specialists, engineers, and agricultural marketing specialists help shippers solve transportation problems and monitor relevant regulatory issues. TMD helps exporters to:

Maintain Product Quality in Transit. TMD has published a series of handbooks and tip sheets for exporters on shipping practices that will assure products are delivered in top condition.

Obtain Competitive Transportation Rates. TMD provides shippers with rate information and is an active participant in regulatory issues that affect rates. TMD represents the interests of agricultural shippers before the Federal Maritime Commission.

Monitor International Transportation Issues. TMD monitors developments related to cargo preference, transportation subsidies, technological restrictions resulting from the European Community's single market in 1992, ocean container standards, and cargo insurance.

Efficiently Use Transportation Services. TMD provides information and assistance to reduce transport costs and increase access to foreign markets. TMD monitors developments in double-stack and intermodal transportation and can help shippers evaluate their intermodal, air, and ocean service and rate options.

Further information and TMD publications may be obtained by contacting:

International Transportation Branch Tel: (202) 690–1304 FAX: (202) 690–1340	James Caron Director	Agricultural Marketing Service Transportation and Marketing Division U.S. Department of Agriculture Room 1217 South Building Washington, DC 20250 P.O. Box 96576 Washington, DC 20090–6576

Agricultural Research Service

The Agricultural Research Service (ARS) works to improve farm production, processing, and marketing. ARS provides exporters with information, research, and consultations on transportation, packaging, storage, refrigeration, plant and animal diseases and disorders, insect control, and pesticide residues. It also publishes studies on the best ways to select, pack, and ship for export. The following contacts can assist you in these areas.

International Activities Tel: (301) 344–2605 FAX: (301) 344–1621	David R. Kincaid Director	International Activities Room 107, Building 005 BARC-West Beltsville, MD 20705
International Trade Information System (ITIS) Tel: (301) 344–1821 FAX: (301) 344–1823	Dr. Yao-Chi Lu Economist	Room 165-B, Building 011A BARC-West Beltsville, MD 20705
European Marketing Research Center Tel: (011–31–10) 475–5233 FAX: (011–31–10) 477–7989	Lawrence A. Risse Director	European Marketing Research Center c/o American Consulate General (Rotterdam, Netherlands) APO New York, NY 09159

To receive information about ARS publications and reports, write or call:

Publications and Reports Tel: (301) 344–2264 FAX: (301) 344–1726	Information Staff	Agricultural Research Service Room 307, Building 005 BARC-West Beltsville, MD 20705

The National Program Staff can answer questions about product quality, use, and losses or quarantine. Questions in these areas should be directed to:

Product Quality Tel: (301) 344–4278	Wilda Martinez National Program Leader	Room 226, Building 005 BARC-West Beltsville, MD 20705

Product Use Tel: (301) 344–3006 FAX: (301) 344–5467	Ruzton Villet National Program Leader	Room 236, Building 005 BARC-West Beltsville, MD 20705
Product Losses, Quarantine Tel: (301) 344–3321 FAX: (301) 344–5467	Milton T. Ouye National Program Leader	Room 218, Building 005 BARC-West Beltsville, MD 20705

Animal and Plant Health Inspection Service

The Animal and Plant Health Inspection Service (APHIS) is responsible for the inspection and certification of animals, plants, and agricultural products to meet health and/or sanitation requirements for export. Agency veterinarians inspect animals, poultry, and animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nation(s). In addition, APHIS offices provide U.S. exporters with import requirements of foreign nations for livestock and plants.

Questions about export services offered by APHIS should be directed to:

Plant Protection and Quarantine (PPQ) Tel: (301) 436–8537 FAX: (301) 436–5786	Leonard M. Crawford Senior Operations Officer	Animal and Plant Health Inspection Service Room 633, Federal Building 6505 Belcrest Road Hyattsville, MD 20782
Veterinary Services (VS) Tel: (301) 436–8590 FAX: (301) 436–6402	Dr. Robert Whiting Chief Staff Veterinarian	Animal and Plant Health Inspection Service Room 764, Federal Building 6505 Belcrest Road Hyattsville, MD 20782

Cooperative State Research Service

The Cooperative State Research Service (CSRS) participates in research and program planning between the States and USDA to encourage regional and national cooperation. CSRS administers Federal appropriations for agricultural research carried out by State agricultural experiment stations, forestry schools, 1890 land-grant universities and Tuskegee Institute, and selected veterinary colleges.

Cooperative State Research Service Tel: (202) 401–4772 FAX: (202) 401–1706	Dr. Clark R. Burbee Program Manager	Rm. 329 Aerospace Center U.S. Department of Agriculture Washington, DC 20250–2200

International Trade Development Centers for Agriculture

The CSRS administers grants for International Trade Development Centers (ITDC's). The ITDC's provide programs and services to farmers and agribusinesses to enhance exports of agricultural and forestry commodities and related products. Activities include developing and promoting programs unique to each region's agricultural products, conducting research, providing market information, and offering conferences and seminars for exporters. There are 10 federally-funded ITDC's in 9 States, most with some connection to land-grant colleges and universities. The following list provides contact names and addresses.

Idaho Tel: (208) 885–6446 FAX: (208) 885–6654	Dr. Al J. Lingg Director	International Programs College of Agriculture University of Idaho Moscow, ID 83843
Iowa Tel: (515) 294–1184 FAX: (515) 294–6336	Dr. William H. Meyers Executive Director	Midwest Agribusiness Trade Research and Information Center Room 578, Heady Hall Iowa State University Ames, IA 50011
Iowa Tel: (515) 246–6027 FAX: (515) 246–6051	Ed Lowe Director	International Business Development Midwest Agribusiness Trade Research and Information Center 240 Trade Center of Iowa 312 8th Street Des Moines, IA 50309
Kansas Tel: (316) 291–8475 FAX: (316) 291–8211	Elliot Wimberly President	Mid-America World Trade Center Epic Center – Suite 1810 301 N. Main Street Wichita, KS 67202
Kentucky Tel: (606) 257–7265 FAX: (606) 258–1026	Dr. Michael R. Reed Executive Director	Center for Agricultural Export Development College of Agriculture 300 Bradley Hall University of Kentucky Lexington, KY 40506–0058

North Dakota Tel: (701) 237–7736 FAX: (701) 237–7235	Dr. Brendan J. Donnelly Director	International Trade Development Center Northern Crops Institute North Dakota State University Fargo, ND 58105
Oklahoma Tel: (405) 744–7693 FAX: (405) 744–8973	Chris Wyatt Acting Director International Business Development	Center for International Trade 109 Cordell North Oklahoma State University Stillwater, OK 74078–0390
Oregon Tel: (503) 242–0084 FAX: (503) 299–6769	Richard Gustafson Acting Director	Wheat Marketing Center 115 N.W. First Avenue Suite 200 Portland, OR 97209
Washington Tel: (206) 543–8684 FAX: (206) 543–3254	Dr. Bruce Lippke Director	CINTRAFOR College of Forest Resources AR-10 University of Washington Seattle, WA 98195
Washington Tel: (509) 335–6653 FAX: (509) 335–3958	Dr. Desmond O'Rourke Director	IMPACT College of Agriculture and Home Economics Washington State University Pullman, WA 99164–6214
West Virginia Tel: (304) 293–7577 FAX: (304) 293–7579	Dr. Ramsay Smith Executive Director	Appalachian Export Center for Hardwoods West Virginia University P.O. Box 6061 Morgantown, WV 26506–6061

Economic Research Service

The Economic Research Service (ERS) is a major source of expertise, data, models, and research information about the agricultural economies and policies of foreign countries, the agricultural trade and development relationships between foreign countries and the United States, and U.S. agricultural policies. Topics covered include agricultural and trade policies and their relationship to the economic, technical, and political factors affecting agricultural trade among countries; economic and agricultural market structure, efficiency, and performance of foreign countries; technical production systems of foreign countries; and foreign governments' production, consumption, monetary, and trade policies.

To receive information about ERS publications and technical reports, write or call:

Publications and Reports Tel: (202) 219–0512 FAX: (202) 219–0112	Information Division	Economic Research Service U.S. Department of Agriculture 1301 New York Avenue, N.W. Room 208 Washington, DC 20005–4788

Extension Service

The Cooperative Extension System (CES) is a nationwide educational network linking research, science, and technology to the needs of people where they live and work. Under its international marketing and revitalizing rural America initiative, the CES is developing practical educational programs and delivering information designed to increase U.S. participation in global markets.

Extension education combines the expertise and resources of Federal, State, and local governments. Partners in this one-of-a-kind system are the Extension Service of the USDA, extension professionals at land-grant universities throughout the United States and its territories, and extension professionals in nearly all 3,150 counties of the United States.

Linkages with other private and public organizations increase the breadth and depth of the network. The CES is mobilizing to assure that educational programs, publications, databases, and referral services critical to participation in global markets reach audiences in rural areas of the United States.

For further information about Extension Service initiatives, contact:

International Marketing Tel: (202) 720–4341 FAX: (202) 720–4924	Dr. Dixon Hubbard National Initiative Team Leader	Extension Service U.S. Department of Agriculture Washington, DC 20250–0900

The directory of State Extension Service Directors and Administrators, 1890 and Tuskegee Extension Programs, and other publications are available upon request from:

Communication, Information, and Technology Tel: (202) 720–3029 FAX: (202) 690–0289	Dr. Janet Poley Director	Extension Service U.S. Department of Agriculture Washington, DC 20250–0900

Federal Grain Inspection Service

The Federal Grain Inspection Service (FGIS) certifies that grain produced in the United States meets the official United States Standards for Grain. These standards are implemented through a system of uniform guidelines covering sampling and grading. Similar controls exist to maintain the integrity of the weight of the grain. Grain standards are designed to assure a uniform product and to demonstrate to buyers and sellers that trading in the U.S. marketplace is a reliable and productive activity. The FGIS administers these systems through its headquarters in Washington, DC, and field offices in 25 States and Canada. For further information, contact:

Federal Grain Inspection Service Tel: (202) 720–0226 Telex: 7408001 PTCH UC FAX: (202) 720–1015	International Monitoring Staff	U.S. Department of Agriculture Room 1627, South Building P.O. Box 96454 Washington, DC 20090–6454

Food Safety and Inspection Service

USDA export certification of meat and poultry products assures that the product, at the time of export certification, is sound, properly labeled, U.S. inspected and passed, and meets any requirements of the importing country. Questions about export certification should be directed to:

Patricia F. Stolfa
Deputy Administrator

Food Safety and
Inspection Service
U.S. Department
of Agriculture
Room 341-E,
Administration Building
Washington, DC 20250
Tel: (202) 720–3473
FAX: (202) 690–3856

Dr. William Havlik
Assistant Deputy
Administrator
Food Safety and
Inspection Service
U.S. Department
of Agriculture
Room 341-E,
Administration Building
Washington, DC 20250
Tel: (202) 720–3473
FAX: (202) 690–3856

Dr. Robert E. Fetzner
Director, Export
Coordination Division
Food Safety and
Inspection Service
U.S. Department
of Agriculture
Room 0019-South Building
Washington, DC 20250
Tel: (202) 720–9051
FAX: (202) 690–3856

National Agricultural Library

The National Agricultural Library (NAL) of the USDA is the largest agricultural library in the world, with approximately 2.2 million volumes and subscriptions to 26,000 periodicals from all over the world. The NAL is a repository for books, journals, maps, microforms, films, videocassettes, filmstrips, slides, and microcomputer software. It is the coordinator and primary resource for a national network of State land-grant universities and USDA field libraries working together to deliver information to those with an interest in agriculture and related topics. For general information about NAL, contact:

Library Services
Tel: (301) 344–3755
FAX: (301) 344–3675

National Agricultural
Library

U.S. Department of Agriculture
10301 Baltimore Boulevard
Beltsville, MD 20705

In addition, the NAL produces AGRICOLA, a computerized database indexing more than 2 million books and articles relating to all aspects of agriculture. The database is accessible through two nationwide information retrieval systems, DIALOG and BRS. For further information about accessing AGRICOLA through these systems, contact:

Computerized Information
Retrieval
Tel: (800) 3-DIALOG

DIALOG Information
Services, Inc.

3460 Hillview Avenue
Palo Alto, CA 94304

Computerized Information
Tel: (800) 3454-BRS

BRS Information
Technologies

1200 Route 7
Latham, NY 12110

Agricultural Trade and Marketing Information Center

The Agricultural Trade and Marketing Center of the National Agricultural Library focuses on agribusiness, countertrade (barter), exports, and trade development. It uses the worldwide resources of the NAL collection to organize and disseminate information. The Center's staff can assist exporters in accessing NAL's extensive collections on a broad range of trade and marketing subjects, refer exporters to organizations or experts in the field, identify current research conducted by USDA research agencies, furnish bibliographies on a variety of trade and marketing topics, and perform brief searches of the AGRICOLA database or assist exporters in their own AGRICOLA searches. For more information about the Information Center, contact:

Agricultural Trade and Marketing Information Center
Tel: (301) 344–3719
FAX: (301) 344–3675

National Agricultural Library

U.S. Department of Agriculture
10301 Baltimore Boulevard
Room 304
Beltsville, MD 20705

STATE DEPARTMENTS OF AGRICULTURE AND ASSOCIATED ORGANIZATIONS

National Association of State Departments of Agriculture

The National Association of State Departments of Agriculture is a nonprofit, nonpartisan organization of the 50 State departments of agriculture and those from the trust territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. Members of this organization are the commissioners, secretaries, and directors of the departments of agriculture in the States and four territories.

National Association of State Departments of Agriculture
Tel: (202) 628-1566
Telex: 9103500181 NASDA UD
FAX: (202) 628–9461

James B. Grant
Executive Secretary

1616 H Street, N.W., 7th Floor
Washington, DC 20006

Eastern U.S. Agricultural and Food Export Council, Inc.

Ten Northeastern State departments of agriculture form this organization to promote the exports of food and other agricultural products from Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

Eastern U.S. Agricultural and Food Export Council, Inc.
Tel: (215) 299–3011
Telex: 420859 EUSAFEC
FAX: (215) 299–3014

Ronald Gaskill
Executive Director

1424 Chestnut Street, 5th Floor
Philadelphia, PA 19102

Mid-America International Agri-Trade Council

The Mid-America International Agri-Trade Council (MIATCO) is a nonprofit corporation that promotes the export of agricultural products worldwide. MIATCO's members are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Mid-America International Agri-Trade Council
Tel: (708) 866–7300
Telex: 880179 MIATCO CGO
FAX: (708) 866–7413

Drayton C. Mayers
Executive Director

810 Davis Street, Suite 212
Evanston, IL 60201

Southern United States Trade Association

The Southern United States Trade Association (SUSTA) is an association of the departments of agriculture of 15 Southern States and the Commonwealth of Puerto Rico. SUSTA promotes food and other agricultural exports from its member States. Members are Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

Southern United States Trade Association
Tel: (504) 568–5986
Telex: 287859 SUSTA NLN
FAX: (504) 568–6010

Scott Hanson
Executive

International Trade Market
Suite 338
2 Canal Street
New Orleans, LA 70130–1580

Western U.S. Agricultural Trade Association

Ten Western State departments of agriculture and one territory form the Western U.S. Agricultural Trade Association (WUSATA) to promote food and other agricultural exports. WUSATA members are Alaska, American Samoa, California, Colorado, Hawaii, Idaho, New Mexico, Oregon, Utah, Washington, and Wyoming.

Western U.S. Agricultural Trade Association Tel: (206) 574–2627 Telex: 298572 NEA UR FAX: (206) 574–7083	Dr. James Youde Executive Director	13101 N.E. Highway 99, Suite 200 Vancouver, WA 98686–2786

State Departments of Agriculture

This list includes other agencies because some State departments of agriculture do not have the primary responsibility for export development. An asterisk (*) denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports.

Alabama Department of Agriculture and Industries Tel: (205) 242–2650	A.W. Todd Commissioner	P.O. Box 3336 Beard Building Montgomery, AL 36193–0001
Tel: (205) 261–5872 FAX: (205) 240–3135	*Myron W. Whigham Administrator International Trade	
Alaska Department of Natural Resources Tel: (907) 745–7200 FAX: (907) 745–7112	Frank Mielke Director	P.O. Box 949 Palmer, AK 99645–0949
Tel: (907) 745–7200 FAX: (907) 745–7112	*Edward D. Kern Development Specialist Division of Agriculture	
American Samoa Department of Agriculture Tel: 011 (43) 699–1497 TELEX 011 (43) 782–571	*Ta'alo P. Lauofo Director	P.O. Box 366 Pago Pago American Samoa 96799
Arizona Department of Agriculture Tel: (602) 542–4373 FAX: (602) 542–5420	Keith Kelly Director	1688 West Adams, Room 421 Phoenix, AZ 85007
Tel: (602) 542–4927	Julia Chaffin Director for International Trade and Investment	
Tel: (602) 542–4927	Dan Bjerk International Trade Specialist	
Tel: (602) 542–4927	Sharon Chou International Trade Specialist	

Arkansas State Plant Board Tel: (501) 225–1598 FAX: (501) 225–3590	Gerald King Director	No. 1 Natural Resources Drive Little Rock, AR 72203
Tel: (501) 682–1121 FAX: (501) 682–7691	Maria L. Haley Marketing Director Arkansas Industrial Development Commission	
Tel: (501) 682–3571 Telex: 536433 AIDC LRK	*Charles E. Smith Agricultural Marketing Manager	
California Department of Food and Agriculture Tel: (916) 445–7126 FAX: (916) 445–0816	Henry J. Voss Director	1220 N Street, Suite 409 Sacramento, CA 94271–0001
Tel: (916) 445–2491	Jed Adams Assistant Director Division of Marketing Services	
Tel: (916) 322–4339	Dale Wright Trade Development Agricultural Export Programs	
Colorado Department of Agriculture Tel: (303) 239–4100 FAX: (303) 239–4125	Steven W. Horn Commissioner	1525 Sherman Street, 4th Floor Denver, CO 80203
Tel: (303) 866–3561 Telex: 704381 STATE OF COLORADO FAX: (303) 866–4073	*Jim Rubingh Program Administrator Markets Development Division	
Tel: (303) 866–3561	Tim Larsen Senior MarketingSpecialist Markets Development Division	
Connecticut Department of Agriculture Tel: (203) 566–4667 FAX: (203) 566–6094	John J.C. Herndon Commissioner	State Office Building 165 Capitol Avenue, Room 273 Hartford, CT 06106
Tel: (203) 566–4276	Robert Pellegrino Chief Division of Markets	
Tel: (203) 566–4276	*David Nisely International Marketing Specialist	

Delaware Department of Agriculture Tel: (302) 739–4811 FAX: (302) 697–6287	William B. Chandler, Jr. Secretary	2320 South Dupont Highway Dover, DE 19901
Tel: (302) 739–4811 Telex: 910–380–4874 FAX: (302) 697–6287	William T. Sammons, Jr. Marketing Manager Division of Markets	
Tel: (302) 739–4811	*W. Robert Smallwood International Trade Marketing Specialist	
Florida Department of Agriculture and Consumer Services Tel: (904) 488–3022 Telex: (904) 488–3022 FAX: (904) 488–7585	Bob Crawford Commissioner	The Capitol Tallahassee, FL 32399–0810
Tel: (904) 488–4031	Dr. Vance Young Director Division of Marketing	
Tel: (904) 488–9948	Mike Whitehead Supervisor to Development Representatives Division of Marketing	
Tel: (904) 488–4366	Tony Fendrick Development Representative	
	Florida Department of Agriculture and Consumer Services	8375 N.W. 53rd Street, Suite 103 Miami, FL 33166–4650
Tel: (305) 325–3645	Dr. Roberto Parajon Development Representative	
Georgia Department of Agriculture Tel: (404) 656–3600 FAX: (404) 656–9380	Thomas T. Irvin Commissioner	Capitol Square Agriculture Building, Room 328 Atlanta, GA 30334–2001
Tel: (404) 656–3740 Telex: 80–4349 GDA TRADE ATL	*Lanny Williams Director of International Trade	
Tel: (404) 656–3740	Robert A. Miller Assistant Director International Trade	

Guam Department of Agriculture Tel: (011-671) 734–3942 FAX: (011–671) 477–4826	*Antonio Quitugua Director	P.O. Box 2950 Agana, Guam 96910
Hawaii Department of Agriculture Tel: (808) 548–7101 FAX: (808) 548–6100	Yukio Kitagawa Chairperson of the Board of Agriculture	P.O. Box 22159 Honolulu, HI 96823–2159
Tel: (808) 548–7140 FAX: (808) 548–8524	*Masao Hanaoka Head, Marketing and Consumer Services Division	
Idaho Department of Agriculture Tel: (208) 334–3521 FAX: (208) 334–2170	Dr. W. G. Nelson Director	2270 Old Penitentiary Road Boise, ID 83712
Tel: (208) 334–3521 FAX: (208) 334–3482	Kelly Olsen Director Marketing Division	
Illinois Department of Agriculture Tel: (217) 782–2172 FAX: (217) 785–4505 Telex: 910 242 0514	Rebecca Doyle Director	P.O. Box 19281 State Fairgrounds Springfield, IL 62794–9281
Tel: (217) 782–6675	Robert Schwarberg Superintendent Division of Marketing	
Tel: (217) 782–6675	*Perry Brown Bureau Chief International Trade Division of Marketing	
Tel: (217) 782–6675	Richard Fetter International Marketing Representative Division of Marketing	
Indiana Department of Commerce Tel: (317) 494–8391 FAX: (317) 494–7420 Telex: 276147	Terry D. Strueh Director of Agriculture Services and Regulations	Purdue University Agriculture Administration Building West Lafayette, IN 47907
Tel: (317) 232–8770	Naomi Campbell Coordinator	
Tel: (317) 232–8770 Telex: 810–341–3376 INCOMPETRO IND FAX: (317) 232–8766	*David L. Miers Director	

Iowa Department of Agriculture and Land Stewardship Tel: (515) 281-5322 FAX: (515) 281–6236	Dale M. Cochran Secretary	Wallace Building Des Moines, IA 50319
Tel: (515) 281–5993 Telex: 478332 IA AG MKTG DMS	*Steve Pedersen Director of Marketing	
Tel: (515) 281–5993	Steve Ferguson International Trade Bureau Chief	
Kansas State Board of Agriculture Tel: (913) 296–3558 FAX: (913) 296–2247 Telex: 494 4584 BOA TPK	Gary L. Hall Secretary	109 Southwest 9th Street Topeka, KS 66612–1280
Tel: (913) 296–3736 Telex: 494–4584 BOA TPK FAX: (913) 296–5055	*Eldon Fastrup Director Marketing Division	
Tel: (913) 296–3736 FAX: (913) 296–5055	*Jerry Dudley Export Marketing Specialist International Marketing	
Kentucky Department of Agriculture Tel: (502) 564–4696 FAX: (502) 564–6527	Charles Hamilton Commissioner	Capitol Plaza Tower, 7th Floor Frankfort, KY 40601
Tel: (502) 564–6571 FAX: (502) 564–6527	Barney Hornback Director Division of Markets	
Tel: (502) 564–4696	Hans Petereit Director International Marketing	
Louisiana Department of Agriculture Tel: (504) 922–1234 FAX: (504) 922–1289 Telex: 5109933256 LA DEPAG BTR	Robert F. Odom Commissioner	P.O. Box 94302, Capitol Station Baton Rouge, LA 70804–9302
Tel: (504) 922–1234	Bryce Malone Assistant Commissioner	
Tel: (504) 922–1234	*Roy Johnson Director of Market Development and International Marketing, Marketing Division	

Maine Department of Agriculture Tel: (207) 289–3871 FAX: (207) 289–7548	Bernard W. Shaw Commissioner	Food and Rural Resources Deering Building (AMH) State House, Station 28 Blossom Lane Augusta, ME 04333
Tel: (207) 289–2167	Carl Flora Director, Division of Market Development	
Maryland Department of Agriculture Tel: (301) 841–5880 FAX: (301) 841–5914	Wayne A. Cawley, Jr. Secretary	50 Harry S. Truman Parkway Annapolis, MD 21401
Tel: (301) 841–5770	Ralph H. Hemphill Director of Marketing	
Tel: (301) 333–8193	David DeChant International Marketing Specialist	
Massachusetts Department of Food and Agriculture Tel: (617) 727–3002 FAX: (617) 727–7235	Gregory C. Watson Commissioner	100 Cambridge Street, 21st Floor Boston, MA 02202
Tel: (617) 727–3000, ext. 180 FAX: (617) 727–7235	Jim Hines Director of Agricultural Development	
Tel: (617) 727–3000, ext. 101	Mary Beth Guilfoyle Foreign Trade Specialist	
Michigan Department of Agriculture Tel: (517) 373-1050 FAX: (517) 335–1423 Telex: 4947458 MIAGUI	Bill Schuette Director	P.O. Box 30017 611 W. Ottawa Lansing, MI 48909
Tel: (517) 373–1054	*Eugene Ruff, Director World Trade Services Division	
Tel: (517) 373–1054	Patricia Vander Voord Deputy Director	
Tel: (416) 369–9630 FAX: (416) 369–9640	Maria Arbuleu International Marketing Specialist	

Minnesota Department of Agriculture Tel: (612) 297–3219 FAX: (612) 297–5522 Telex: 910 563 3592	Elton Redalen Commissioner	90 West Plato Boulevard Saint Paul, MN 55107
Tel: (612) 297–2223	Ralph Groschen Director of Marketing	
Tel: (612) 296–4222	Sandy Jeffers Trade Representative	
Mississippi Department of Agriculture and Commerce Tel: (601) 354–7050 FAX: (601) 354–6001	Jim Buck Ross Commissioner	P.O. Box 1609 Jackson, MS 39215–1609
Tel: (601) 354–7107 FAX: (601) 354–6001	Tip Bishop Director of Marketing	
Tel: (601) 961–4725 FAX: (601) 359–3455	Roy Manning International Marketing	
Missouri Department of Agriculture Tel: (314) 751–3359 Telex: 910–760–2452 MOAG INTDIVJEF FAX: (314) 751–1784	Charles E. Kruse Director	P.O. Box 630 1616 Missouri Boulevard Jefferson City, MO 65102
Tel: (314) 751–2613 FAX: (314) 751–2868	W. Wayne Yokley Director of Market Development Division	
Tel: (314) 751–5613 FAX: (314) 751–2868	Karen Cain International Marketing Program Supervisor	
Montana Department of Agriculture Tel: (406) 444–3144 FAX: (406) 444–5409	Everett Snortland Director	Agriculture/Livestock Building Capitol Station Helena, MT 59620–0201
Tel: (406) 449–2402 Telex: 313132 OWMARKET HEL	Clive Rooney Marketing Bureau Chief	

Nebraska Department of Agriculture Tel: (402) 471-2341 FAX: (402) 471–3252	Larry E. Sitzman Director	301 Centennial Mall South P.O. Box 94947 Lincoln, NE 68509
Tel: (402) 471–2341/4669	Paul Johnston Deputy Director	
Tel: (402) 471–4876 FAX: (402) 471–3252	Stan Garbacz Director, Agricultural Promotion and Development Division	
Tel: (402) 471–4876	Tim Davis Agricultural Promotion Manager	
Tel: (402) 471–4876	Rich Feldman Agricultural Promotion Specialist	
Tel: (402) 471–4876	Todd Ibach Agriculture Industry Specialist	
Tel: (402) 471–4876	Kay Reynolds Agriculture Promotion Assistant	
Nevada Department of Agriculture Tel: (702) 789–0180 FAX: (702) 789–0120	*Thomas W. Ballow Executive Director	P.O. Box 11100 Reno, NV 89510
Tel: (702) 486–4690	Julie Wilcox Commission on Economic Development	
Tel: (702) 784–6401	Dick Rowe Regional Coordinator	
New Hampshire Department of Agriculture Tel: (603) 271-3551 FAX: (603) 271–1109	Stephen H. Taylor Commissioner	Caller Box 2042 Concord, NH 03302–2042
Tel: (603) 271–2505 FAX: (603) 271–1109	Elizabeth J. Corell Market Development	

New Jersey Department of Agriculture Tel: (609) 292–3976 FAX: (609) 292–3978	Arthur R. Brown Jr. Secretary	CN 330 John Fitch Plaza Trenton, NJ 08625
Tel: (609) 292–5536 FAX: (609) 984–5367	John Repko Director Division of Markets	
Tel: (609) 292–3976	Bill Nivison Agricultural Marketing Specialist	
Tel: (609) 292–5536 FAX: (609) 984–5367	Logan Brown Chief Market Development and Promotions	
New Mexico Department of Agriculture Tel: (505) 646–3007 FAX: (505) 646–3303 Telex: 704666	Frank A. DuBois Director/Secretary	P.O. Box 30005 Department 3189 Las Cruces, NM 88003–0005
Tel: (505) 646–4929 FAX: (505) 646–2661	Jean Croft Director Marketing and Development Division	
New York State Department of Agriculture and Markets Tel: (518) 457–4188 FAX: (518) 457–3087	Richard T. McGuire Commissioner	1 Winners Circle Capital Plaza Albany, NY 12235
Tel: (518) 457–3412 FAX: (518) 457–3087	*John Kearns Senior Marketing Representative Division of Marketing	
North Carolina Department of Agriculture Tel: (919) 733–7125 FAX: (919) 733–5047	James A. Graham Commissioner	P.O. Box 27647 Raleigh, NC 27611
Tel: (919) 733–4216 FAX: (919) 733–0999	Wayne Miller Director, Division of Marketing	
Tel: (919) 733–7912 FAX: (919) 733–0999	W. Britt Cobb, Jr. Asst. Director Division of Markets	
Tel: (919) 733–7887 FAX: (919) 733–0999	Ken Maxwell Manager of International Marketing	
Tel: (919) 733–7912	Bruce Shankle Livestock Export Marketing Specialist	

North Dakota Department of Agriculture Tel: (701) 224–2231 FAX: (701) 224–4567	Sarah Vogel Commissioner	600 East Boulevard, 6th Floor State Capitol Bismarck, ND 58505–0020
Tel: (701) 224–4766 Telex: 296021 ND AG DPT BMRK	*John Sandbakken Director Division of Marketing	
Ohio Department of Agriculture Tel: (614) 466–2737 FAX: (614) 466–6124	Fred L. Dailey Director	65 South Front Street Columbus, OH 43215
Tel: (614) 466–8798 FAX: (614) 466–6124	Alice Walters, Chief Division of Marketing	
Tel: (614) 466–5017 FAX: (614) 463–1540	Bruce Benedict Agriculture Specialist International Trade Division	
Oklahoma Department of Agriculture Tel: (405) 521-3864 FAX: (405) 521–4912	Gary Sherrer Commissioner	2800 North Lincoln Oklahoma City, OK 73105
Tel: (405) 521-3864, ext. 236 Telex: 703370 AOK UD FAX: (405) 521–4912	*Anna Belle Wiedemann Director Marketing Development	
Tel: (405) 521–3864, ext. 238	Haidar Haidary Agricultural Marketing Specialist	
Tel: (405) 521–3864, ext. 226	Robert B. Davis Coordinator International Marketing	
Oregon Department of Agriculture Tel: (503) 378–4152 FAX: (503) 378–5529	Bruce Andrews Director	635 Capitol Street, N.E. Salem, OR 97310–0110
Tel: (503) 229–6734 Telex: 215175 AGORE AD FAX: (503) 229–6113	Jerry Larson, Director Intl. Marketing	Agricultural Development and Marketing Division 121 Southwest Salmon Street, No. 240 Portland, OR 97204
Tel: (503) 229–6734 FAX: (503) 229–6113	Larry Warner Administrator	

Pennsylvania Department of Agriculture Tel: (717) 772–2853 FAX: (717) 772–2780	Boyd E. Wolff Secretary	2301 North Cameron Street Room 408 Harrisburg, PA 17110–9408
Tel: (717) 787–8624	Tom Ferguson Deputy Secretary	
Tel: (717) 783–3181 FAX: (717) 783–0173	Peter C. Witmer Chief International Trade Division	
Puerto Rico Department of Agriculture Tel: (809) 722–0871 FAX: (809) 723–9747	Alfonso L. Davila-Silva Secretary	P.O. Box 10163 Santurce, PR 00908–1163
Tel: (809) 722–5443	*Almando Berec Chief of Marketing	
Rhode Island Department of Environmental Management Tel: (401) 277–2781 FAX: (401) 277–6047	John M. Lawrence, III Commissioner	22 Hayes Street, Room 120 Providence, RI 02908–5025
Tel: (401) 277–2781 FAX: (401) 277–6047	Stephen Volpe Agricultural Specialist	
South Carolina Department of Agriculture Tel: (803) 734–2210 FAX: (803) 734–2192 Telex: 573401	D. Leslie Tindal Commissioner	Wade Hampton State Office Building P.O. Box 11280 Columbia, SC 29211
Tel: (803) 758–3531 Telex: 57–3401 SC DEPTAGR CLB	Robert B. Rogers Director of Marketing	
Tel: (803) 758–3531	Roy W. Copelan Director International Trade Marketing Division	
South Dakota Department of Agriculture Tel: (605) 773–3375 FAX: (605) 773–5926	Jay Swisher Secretary	445 East Capitol Pierre, SD 57501
Tel: (605) 773–5735 FAX: (605) 773–3686	David Brotzman Director, Export Trade and Marketing Division	
Tel: (605) 773–5735	Gwen Sibley Agriculture Promotions Specialist	

Tennessee Department of Agriculture Tel: (615) 360–0100 FAX: (615) 360–0333	L. H. "Cotton" Ivy Commissioner	P.O. Box 40627 Melrose Station Nashville, TN 37204
Tel: (615) 360–0160 Telex: 989455 TNAGEX NAS UD FAX: (615) 360–0194	Joe R. Gaines Director of Marketing	
Tel: (615) 360–0160	T. Keith Harrison Agricultural Marketing Specialist	
Tel: (615) 360–0160	Lou Pitts Agricultural Marketing Specialist	
Texas Department of Agriculture Tel: (512) 463–7435 FAX: (512) 463–1104	Rick Perry Commissioner	P.O. Box 12847 Capitol Station Austin, TX 78711
Tel: (512) 463–7446 Telex: 776–406 TX FAX: (512) 463–7643	John Vlcek Assistant Commissioner Marketing and Agricultural Development	
Tel: (512) 463–7624	*Paul Lewis Director of International Marketing	
Tel: (512) 463–7624	Armando Salazar Director, Latin American Affairs	
Tel: (512) 463–7624	Charles Teng Director, Asian Affairs	
Tel: (512) 463–7624	Martada Mohamed Director Middle East/African Affairs	
Utah Department of Agriculture Tel: (801) 538–7101 FAX: (801) 538–7126	Miles "Cap" Ferry Commissioner	350 North Redwood Road Salt Lake City, UT 84116–3087
Tel: (801) 538–7106	*James Bradley Director, Marketing and Promotion	

Vermont Department of Agriculture Tel: (802) 828–2430 FAX: (802) 828–2361 Telex: 910 240 3724	George Dunsmore Commissioner	116 State Street Montpelier, VT 05602
Tel: (802) 828–2417 Telex: 910–240–3724	*Susan Callahan Deputy Commissioner of Agricultural Development	
Tel: (802) 828–2416 FAX: (802) 828–2361	Steven F. Justis International Specialist	
Virgin Islands Department of Economic Development and Agriculture Tel: (809) 774–8784 FAX: (809) 774–4390	Eric E. Dawson Commissioner	P.O. Box 6400 Charlotte Amalie St. Thomas, U.S.V.I. 00804
Virginia Department of Agriculture and Consumer Services Tel: (804) 786–3501 FAX: (804) 371–7679	S. Mason Carbaugh Commissioner	1100 Bank Street, Suite 210 Richmond, VA 23209
Tel: (804) 786–3530	Robert Gomperts Director Division of Marketing	
Tel: (804) 786–3953 Telex: 827371 VASTDAC RCH FAX: (804) 225–4434	Robert Rich Director of International Marketing	
Washington State Department of Agriculture Tel: (206) 753–5050 FAX: (206) 586–3470 Telex: 7400045 WSDA UC	C. Alan Pettibone Director	406 General Administration Building, AX-41 Olympia, WA 98504–0641
Tel: (206) 753–5046 Telex: 415908 WSDA OLY UD FAX: (206) 586–3470	Arthur Scheunemann Managing Director Market Development Division	
West Virginia Department of Agriculture Tel: (304) 348–3550 FAX: (304) 348–0451	Cleve Benedict Commissioner	State Capitol Building Charleston, WV 25305
Tel: (304) 348–2210	*Robert Williams Director, Marketing and Development Division	

Wisconsin Department of Agriculture, Trade, and Consumer Protection Tel: (608) 266–7100 FAX: (608) 266–1300 Telex: 4949355 WUSC AG	Alan T. Tracy Secretary	801 West Badger Road P.O. Box 8911 Madison, WI 53708
Tel: (608) 266–7170	James Smith Administrator Marketing Division	
Tel: (608) 266–7799 FAX: (608) 266–1300	Jayne Rufener Marketing Specialist Marketing Development	
Tel: (608) 266–7170 FAX: (608) 266–1300	David P. Hammer Chief, International Agribusiness Center	
Wyoming Department of Agriculture Tel: (307) 777–6569 FAX: (307) 777–6593 Telex: 3798708/Great Deal	Don Rolston Commissioner	2219 Carey Avenue Cheyenne, WY 82002
Tel: (307) 777–7321 FAX: (307) 777–6593	Judi Adams Director of Marketing	
Tel: (307) 777–7078	Ms. Billie Lundberg Marketing Analyst	
Tel: (307) 777–7130	Larry Gran Market Development Specialist	

FOREIGN AGRICULTURAL SERVICE/COOPERATOR MARKET DEVELOPMENT PROGRAM

The cooperator program is one of the oldest FAS market development efforts abroad. Projects are conducted by FAS, in cooperation with nonprofit commodity trade associations, to promote a vast variety of U.S. products.

Cooperator projects acquaint potential foreign customers with U.S. agricultural products to show them how these products might be used to their benefit. This helps create or stimulate demand for U.S. exports.

FAS and the cooperators share the financing of these projects, which are carried out by the cooperators under FAS supervision.

U.S. Agricultural Export Development Council

The U.S. Agricultural Export Development Council (USAEDC) serves as liaison between FAS and producer/agribusiness organizations participating in the FAS cooperator/foreign market development and export incentive programs. Marketing Promotion Program participants also are USAEDC members. For further information about the USAEDC, contact:

U.S. Agricultural Export Development Council
Tel: (202) 371–5521
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U.S. OFFICES OF MARKET DEVELOPMENT COOPERATORS

Dairy, Livestock, and Poultry

Alaska Seafood Marketing Institute Tel: (907) 586–2902	J.C. Power Executive Director	P.O. Box DX Juneau, AK 99811–0800
American Embryo Transfer Association Tel: (402) 462–9032 FAX: (402) 461–4103	Don Ellerbee Executive Vice President	P.O. Box 2188 Hastings, NE 68902
American Jersey Cattle Club Tel: (614) 861–3636 FAX: (614) 861–8040	Maurice E. Core Executive Secretary	6846 East Main Street Reynoldsburg, OH 43068–2362
American Quarter Horse Association Tel: (806) 376–4811, ext. 185 FAX: (806) 376–8112	Gary Griffith Director of International Affairs	2701 I-40 East P.O. Box 200 Amarillo, TX 79168
American Sheep Industry Association, Inc Tel: (303) 771–3500 FAX: (303) 771–8200	Rodger Wasson Executive Director	6911 S. Yosemite Street Englewood, CO 80112–1414
Appaloosa Horse Club, Inc. Tel: (208) 882–5578 FAX: (208) 882–8150	Les Smurthwaite Director of Field Services	P.O. Box 8403 Moscow, ID 83843
Brown Swiss Cattle Breeders' Association Tel: (608) 365–4474 Telex: 508–331	George G. Harris Secretary-Treasurer	P.O. Box 1038 Beloit, WI 53511
Catfish Farmers of America Tel: (601) 887–2699	Hugh Warren Director	1100 Highway 82, Suite 202 Indianola, MS 38751
Holstein-Friesian Association of America Tel: (802) 254–4551 Telex: (710) 363–1871	John D. Field Managing Director International Market Development	1 Holstein Place Brattleboro, VT 05301–0808
Leather Industries of America Tel: (202) 342–8086 FAX: (202) 342–9063	Charles Myers President	1000 Thomas Jefferson St., N.W. Suite 515 Washington, DC 20007
Livestock Exporters Association Tel: (217) 785–0115 FAX: (217) 524–5960	Charles Larson Coordinator	P.O. Box 19281 State Fairgrounds Springfield, IL 62794–9281

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National Renderers Association, Inc. Tel: (202) 857–1136 Telex: 7400529 NRAC UC Telemail:RAWDC FAX: (202) 223–4579	Kent M. Brady International Marketing Development	1101 Connecticut Avenue, N.W. Washington, DC 20036
USA Poultry and Egg Export Council, Inc. Tel: (404) 496–0006 Telex: 880418 SPEA USPECUD FAX: (404) 939–9423	James H. Sumner President	3469 Lawrenceville Highway Suite 308 Tucker, GA 30084
U.S. Beef Breeds Council Tel: (816) 842–3757	B.C. Snidow International Marketing Representative	P.O. Box 4059 1501 Wyandotte Kansas City, MO 64101
U.S. Hide, Skin and Leather Association Tel: (703) 841–5485 FAX: (703) 841–9656	Jerome J. Breiter President	1700 N. Moore St. Arlington, VA 22209
U.S. Meat Export Federation Tel: (303) 399–7151 FAX: (303) 321–7075	Philip M. Seng President	600 South Cherry St. Suite 1000 Denver, CO 80222–1716
U.S. Mink Export Development Council Tel: (415) 495–4718 FAX: (415) 541–0296	Allen H. Burgi Chief Executive Officer	P.O. Box 7111 San Francisco, CA 94120

Forest Products

Alaska Loggers Association Tel: (907) 225–6114	Don Finney General Manager	111 Stedman Street Ketchikan, AK 99901
American Hardboard Association Tel: (312) 934–8800 FAX: (312) 934–8803	C. Curtis Peterson Executive Vice President	520 North Hicks Road Palatine, IL 60067
American Hardwood Export Council **National Forest Products Association** Tel: (202) 463–2721 Telex: 140950 NFPA DC FAX: (202) 463–2785	Steve Lovett Vice President International Trade	1250 Connecticut Avenue, N.W. Washington, DC 20037
American Plywood Association Tel: (206) 565–6600 Telex: 327430 AMPLY TAC FAX: (206) 565–7265	William T. Robison President	P.O. Box 11700 7011 South 19th Street Tacoma, WA 98411
American Walnut Manufacturers Association **Fine Hardwood Veneer Association** Tel: (317) 244–3311	Larry R. Frye Executive Director	5603 West Raymond Street Suite O Indianapolis, IN 46241
Appalachian Hardwood Manufacturers, Inc. Tel: (919) 885–8315 FAX: (919) 886–8865	James L. Gundy Executive Vice President	P.O. Box 427 High Point, NC 47261
Hardwood Manufacturers Association Tel: (412) 829–0770	Susan M. Regan Executive Vice President	400 Penn Center Boulevard Suite 530 Pittsburgh, PA 15235
Hardwood Plywood Manufacturers Association Tel: (703) 435–2900 FAX: (703) 435–2537	E.T. Altman President	P.O. Box 2789 1925 Michael Farraday Drive Reston, VA 22090
National Dimension Manufacturers Association Tel: (404) 565–6660 FAX: (404) 565–5912	Steven V. Losser Executive Director	1000 Johnson Ferry Road Marietta, GA 30068

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National Kitchen Cabinet Association Tel: (703) 237–7580 FAX: (703) 237–2963	C. Richard Titus Executive Vice President	P.O. Box 6830 Falls Church, VA 22046
National Particleboard Association Tel: (301) 670–0604 FAX: (301) 840–1252	William H. McCredie Executive Vice President	18928 Premiere Court Gaithersburg, MD 20879
Northeastern Loggers Association, Inc. Tel: (315) 369–3078 FAX: (315) 369–3736	George F. Mitchell Executive Director/Treasurer	P.O. Box 69 Old Forge, NY 13420
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Grain and Feed

Millers' National Federation Tel: (202) 484–2200	Roy M. Henwood President	600 Maryland Avenue, S.W. Suite 305, West Wing Washington, DC 20024
National Council of Farmer Cooperatives Tel: (202) 626–8700 FAX: (202) 626–8718	Glen Hofer Vice President of Commodity Affairs	50 F Street, N.W. Suite 900 Washington, DC 20001
National Dry Bean Council Tel: (517) 790–3010 Telex: 810–265–0100 FAX: (517) 790–3747	John A. McGill, Jr. International Programs Administrator	P.O. Box 6008 Saginaw, MI 48608
National Hay Association, Inc. Tel: (813) 286–3655 FAX: (813) 286–1924	Donald F. Kieffer Executive Secretary	5445 Marina Street Suite 102 Tampa, FL 33609
Protein Grain Products International Tel: (703) 821–3717	Betsy Faga President	6707 Old Dominion Drive Suite 240 McLean, VA 22101
USA Rice Council Tel: (713) 270–6699 Telex: 794–295 RICECOUNCL HOU FAX: (713) 270–1146	Bill J. Goldsmith Executive Vice President	P.O. Box 740123 Houston, TX 77274
USA Dry Pea and Lentil Council, Inc. Tel: (208) 882–3023 Telex: TWX (510) 100–5443 USA DPLC FAX: (208) 882–6406	Tom Bellamore International Marketing Director	5071 Highway 8 West Moscow, ID 83843
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U.S. Wheat Associates, Inc. Tel: (202) 463–0999 Telex: 440565 US.W.HEAT WSH FAX: (202) 785–1052	Winston L. Wilson President	1620 Eye Street, N.W. Suite 801 Washington, DC 20006
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High-Value Products

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Mid-America International Agri-Trade Council Tel: (312) 866–7300 Telex: 880179 MIATCO CGO FAX: (312) 866–7413	Drayton C. Mayers Executive Director	820 Davis Street, Suite 212 Evanston, IL 60201
National Association of State Departments of Agriculture Tel: (202) 628–1566 Telex: 9103500181 NASDA UD FAX: (202) 628–9461	James B. Grant Executive Secretary	1616 H Street, N.W. 7th Floor Washington, DC 20006
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Southern U.S. Trade Association Tel: (504) 568–5986 Telex: 287859 SUSTA UR FAX: (504) 568–6010	Scott Hansen Executive Director	World Trade Center, Suite 1540 New Orleans, LA 70130–1408
Western U.S. Agricultural Trade Association Tel: (206) 574–2627 Telex: 298572 NEA UR FAX: (206) 574–7083	Dr. James Youde Executive Director	13101 N.E. Highway, 99, Suite 200 Vancouver, WA 98686–2786

Horticultural and Tropical Products

American Horticultural Marketing Council Tel: (407) 425–2462 Telex: 3728199 FITS ORL FAX: (407) 843–6161	William P. Lyden Vice President	300 West America Street Orlando, FL 32801–3614
California Avocado Commission Tel: (714) 558–6761 FAX: (714) 558–4770	Mark Affleck President	1251 East Dyer Road, Suite 200 Santa Ana, CA 92705–5605
California Cling Peach Advisory Board Tel: (415) 541–0100 FAX: (415) 541–0296	Allen H. Burgi International Marketing Director	P.O. Box 7111 San Francisco, CA 94120
California Kiwifruit Commission Tel: (916) 929–5314 FAX: (916) 929–3740	Mark R. Houston President	1540 River Park Drive, Suite 110 Sacramento, CA 95815
California Pistachio Commission Tel: (209) 252–3345 FAX: (209) 252–2396	Karen Dahlinger President	1915 North Fine Avenue Fresno, CA 93727
California Prune Board Tel: (415) 986–1452	Richard Peterson Executive Director	103 World Trade Center San Francisco, CA 94111–4293
California Raisin Advisory Board Tel: (209) 224–7010 Telex: (910) (CALRAB FSO) FAX: (209) 224–7016	Harry Rixman Export Director	International Department 3445 North First Street Fresno, CA 93726
California Table Grape Commission Tel: (209) 224–4997 FAX: (209) 224–4756	E. Scott Horsfall Director of Foreign Marketing	P.O. Box 5498 Fresno, CA 93755
California Tree Fruit Agreement Tel: (916) 483–9261 FAX: (916) 483–9605	Jonathon W. Field Manager	P.O. Box 255383 Sacramento, CA 95865–5383
California Walnut Commission Tel: (916) 646–3807	Turner L. Oyloe Executive Director	1540 River Park Drive, Suite 101 Sacramento, CA 95815

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National Potato Promotion Board Tel: (303) 758–7783 Telex: 450145 POTATO BD DVR FAX: (303) 756–9256	Robert L. Mercer President	1385 South Colorado Boulevard Suite 512 Denver, CO 80222
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Papaya Administration Committee Tel: (808) 533–3841 FAX: (808) 523–3970	Robert A. Souza Manager	First Insurance Building 1100 Ward Avenue, Room 860 Honolulu, HI 96814
Washington State Apple Commission Tel: (509) 663–9600 Telex: 364412 INTR FAX: (509) 662–5824	H. Terry Elwell International Promotion Director	P.O. Box 18 Wenatchee, WA 98807
Western Growers Association Tel: (714) 863–1000 FAX: (714) 863–9028	Michael J. Stuart Senior Vice President	P.O. Box 2130 Newport Beach, CA 92658
Wine Institute Tel: (415) 512–0151 Telex:(510) 100–4310 FAX: (415) 442–0742	John A. De Luca President	425 Market Street, Suite 1000 San Francisco, CA 94102

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	National Peanut Council Tel: (703) 838–9500 Telex: 440497 NPC DC FAX: (703) 838–9508	Jeanette H. Anderson Director International Marketing	1500 King Street, Suite 301 Alexandria, VA 22314
	National Sunflower Association Tel: (701) 224–3019 Telex: 910–677–2331 NATLSUNFLUD FAX: (701) 224–2798	Larry Kleingartner Executive Director	4023 North State Street Bismark, ND 58501
Seeds	**American Seed Trade Association** Tel: (202) 223–4080 Telex: (710) 822–9257 FAX: (202) 293–2617	David R. Lambert Executive Vice President Mark S. Condon International Marketing Director	1030 15th Street, N.W., Suite 964 Washington, DC 20005
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	International Institute for Cotton Tel: (202) 347–4220	Michaela C. Webb Administrative Assistant	1511 K Street, N.W., Suite 627 Washington, DC 20005

Tobacco	**Tobacco Associates, Inc.** Tel: (202) 828–9144 Telex: 64361 (TOBASIN) FAX: (202) 828–9149	Kirk Wayne President	1725 K Street, N.W., Suite 512 Washington, DC 20006
	Burley and Dark Leaf Tobacco Export Association, Inc. Tel: (202) 296–6820	Benjamin F. Reeves Vice President and Managing Director	1100 17th Street, N.W., Suite 902 Washington, DC 20036
	Leaf Tobacco Exporters Association, Inc. Tel: (919) 782–5151 FAX: (919) 781–0915	J. T. Bunn Executive Vice President	3716 National Drive, Suite 114 Raleigh, NC 27612

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	American Soybean Association Tel: (011–32–2) 217–2075/9661 Telex: (846) 26128 AMSOYAB FAX: (011–32–2) 217–1895	Dennis Blankenship West European Director	Centre International Rogier Room 2501–2506, Boite 521 1210 Brussels Belgium
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	International Institute for Cotton Tel: (011–32–2) 513–8310	Peter Pereira Executive Director	Rue du Commerce, 10 B-1040, Brussels Belgium
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Chile	**U.S. Wheat Associates, Inc.** Tel: (011–56–2) 41037 Telex: 440073, US.W.CH CZ FAX: (011–56–2) 41038	Alvaro de la Fuente Vice President	La Concepcion 177 Oficina 32 B, Casilla 16616 Santiago Chile
China (People's Republic of)	**American Soybean Association** Tel: (011–86–1) 505–1830 Telex: 23 7402343 ASAB UC FAX: (011–86–1) 505–2201	Dr. Don Bushman Director	Citic International Building 25th Floor, Room 4 19 Jian Guo Men Wai Da Jie Beijing 100004 China
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Tennessee Tel: (901) 544–4137		The Falls Building, Suite 200 22 North Front Street Memphis, TN 38103
Tel: (615) 736–5161	Jim Charlet Director 404	Parkway Towers, Suite 1114 James Robertson Parkway Nashville, TN 37219–1505
Texas Tel: (512) 472–5059	William Taylor Executive Director	P.O. Box 12728 – Capitol Station Austin, TX 78711
Tel: (214) 767–0542	C. Carmon Stiles Regional Managing Director	1100 Commerce Street, Room 7A5 Dallas, TX 75242–0787
Tel: (713) 229–2578	James D. Cook Director	Federal Courthouse, Suite 2625 515 Rusk Street Houston, TX 77002
Utah Tel: (801) 524–5116	Stephen P. Smooth Director	324 South State Street, Suite 105 Salt Lake City, UT 84111
Vermont (Serviced by Boston, Massachusetts, District Office)		
Virginia Tel: (804) 771–2246	Philip A. Ouzts Director	Federal Building, Suite 8010 400 North 8th Street Richmond, VA 23240
Washington Tel: (206) 442–5616	C. Franklin Foster Director	3131 Elliott Avenue, Room 290 Seattle, WA 98121
Tel: (509) 353–2922		West 808 Spokane Falls Boulevard, Suite 650 Spokane, WA 99201

West Virginia Tel: (304) 347–5123	Roger L. Fortner Director	3402 Federal Building 500 Quarrier Street Charleston, WV 25301
Wisconsin Tel: (414) 291–3473	Patrick A. Willis Director	Federal Building and U.S. Courthouse Room 606 517 East Wisconsin Avenue Milwaukee, WI 53202
Wyoming (Serviced by Denver, Colorado District Office)		

National Oceanic and Atmospheric Administration

The National Oceanic and Atmospheric Administration (NOAA) conducts various activities which benefit U.S. seafood exporters by improving access to markets in other countries. NOAA, with the assistance of the National Marine Fisheries Service (NMFS), addresses worldwide trade problems affecting U.S. fishery exports by supporting multilateral negotiations (such as the Uruguay Round of the General Agreement on Tariffs and Trade), and bilateral negotiations for improved trade in fishery products with other countries. NMFS also provides fee-for-service inspection for fishery commodities for export.

In addition, NOAA fishery specialists in Brussels, Belgium, and Tokyo, Japan, provide trade leads, market research, export counseling, and support for international trade shows.

For information on trade matters, contact:

National Marine Fisheries Service Tel: (301) 427–2379 FAX: (301) 588–4853	Terry Ellington Office of Trade and Industry Services	1335 East-West Highway Silver Spring, MD 20910

The NMFS also has five regional offices located in the following areas.

Alaska Region Tel: (907) 586–7221 Telex: 45377 NMFS AKR JNU	P.O. Box 21668 Juneau, AK 99802
Southwest Region Tel: (213) 514–6677	300 South Ferry Street Room 2016 Terminal Island, CA 90731
Northeast Region Tel: (508) 281–9300 Telex: 940007 NMFS GLOS	One Blackburn Drive Gloucester, MA 01930
Southeast Region Tel: (813) 893–3141	Duval Building 9450 Koger Boulevard St. Petersburg, FL 33702
Northwest Region Tel: (206) 527–6150 Telex: 910–44–2786 NMFS SEA	7600 San Point Way BIN C 15700, Building 1 Seattle, WA 98115

Export Inspection Services

The NMFS inspects and analyzes fishery commodities for export and issues official U.S. Government certificates attesting to the findings. It can provide bilingual certificates for shipments to France and Belgium.

The NMFS inspection, certification, and analytical services are available on a fee-for-service basis for the following:

- Origin and species of fish.
- Sanitary condition of processing facilities.
- Product inspection for wholesomeness, safety, and suitability for human consumption.
- Chemical, biological, and physical tests for adulterants, contaminants, and microconstituents.
- Quantity of contents in terms of net and drained weight.
- Appropriateness of labeling and packaging integrity.
- Other factors requested by applicant.

For assistance with product standards and fishery product inspection services, contact:

National Marine Fisheries Tel: (301) 427–2355	Richard V. Cano	1335 East-West Hwy. Silver Spring, MD 20910

Or, contact the office nearest you:

Northeast Inspection Office Tel: (617) 281–3600	One Blackburn Drive Gloucester, MA 09130
Western Inspection Office Tel: (213) 894–5369 FAX: (213) 894–5398	5600 Rickenbacker Road Building 7 Bell, CA 90201
Southeast Inspection Office Tel: (813) 893–3155	Duval Building 9450 Koger Boulevard St. Petersburg, FL 33702

U.S. International Development Cooperation Agency

The U.S. International Development Cooperation Agency (IDCA) helps plan and coordinate policies on international economic issues affecting developing countries. The Agency's mission is to ensure that development goals are taken fully into account in all executive branch decisions on trade, financing and monetary affairs, technology, and other economic policy issues affecting less developed nations. It also provides strong direction for U.S. economic policies toward the developing world and a coherent development strategy through the effective use of U.S. bilateral development assistance programs and U.S. participation in multilateral development organizations. The Agency for International Development (AID), Overseas Private Investment Corporation (OPIC), and Trade and Development Program (TDP) are part of the IDCA. For more information, contact:

U.S. International Development Cooperation Agency Tel: (202) 647–8578 FAX: (202) 647–1770	Mark Edelman Deputy Administrator	320 21st Street, N.W. Washington, DC 20523

Agency for International Development

AID carries out economic assistance programs designed to help developing countries improve their human and economic resources, increase their productive capacities, and improve the quality of life. AID programs also promote economic and political stability in friendly countries.

The U.S. Small Business Administration serves as an information clearinghouse for U.S. businesses, organizations, and institutions interested in providing AID-financed goods and services. For information, contact:

Agency for International Development Tel: (202) 647–8578 FAX: (202) 647–1770	Ronald Roskens Administrator	320 21st Street, N.W. Washington, DC 20523

Overseas Private Investment Corporation

OPIC assists U.S. private investment in over 100 developing nations. It encourages investment projects that will help the social and economic development of these countries. At the same time, it helps the U.S. balance of payments through the profits returned to this country, as well as the U.S. jobs and exports created. OPIC offers U.S. investors assistance in finding investment opportunities, insurance to protect their investments, and loans and loan guarantees to help finance their projects. For more information, contact:

Overseas Private Investment Corporation Tel: (202) 457–7092 FAX: (202) 331–4234	Ambassador Fred Zeder President and Chief Executive Officer	1615 M Street, N.W. Washington, DC 20527

U.S. Trade and Development Program

TDP finances feasibility studies for high priority development projects that will be financed by the World Bank, other international financial institutions, or from the host country's own resources. TDP financed studies are performed only by U.S. firms.

TDP serves as the coordinating and authorizing agency for the provision of government-to-government technical assistance on a fully reimbursable basis. TDP finances planning services to help U.S. firms become involved in development projects with substantial U.S. export potential.

TDP also assists U.S. firms in planning overseas investment projects by performing cost-sharing feasibility studies on the condition of reimbursement if the project is implemented. For more information, contact:

U.S. Trade and Development Program
Tel: (703) 875–4357
FAX: (703) 875–4009

Priscilla Rabb
Director

State Annex 16
Room 309
Washington, DC 20523

U.S. Small Business Administration

The U.S. Small Business Administration (SBA) assists current and potential small business exporters through business development and financial assistance programs. These programs are provided through the SBA's network of field offices around the country. For general information about SBA, contact:

U.S. Small Business Administration
Tel: (800) 827–5722
(U-ASK-SBA)
Tel: (202) 205–6720
FAX: (202) 205–7272

Office of International Trade
Room 600
409 3rd Street, S.W.
Washington, DC 20416

Key contacts within the SBA are:

Business Development Assistance, (202) 205–6665

Financial Assistance, Office of Business Loans, (202) 205–6490

Small Business Innovation Research Program, (202) 205–6450

Office of Advocacy, (202) 205–6531

International Trade Assistance, (202) 205–6720

In addition, the SBA offers the following programs, which may be useful to agricultural exporters:

SCORE (Service Corps of Retired Executives) – Sponsored by the SBA, these locally chartered volunteer organizations provide problem-solving assistance to small businesses. SCORE tries to match counselor experience with client needs. National SCORE Office, (202) 205–6200 or 1–800-U-ASK-SBA

Small Business Development Centers (SBDC) – The SBDC's are located in 49 States, the District of Columbia, Puerto Rico, and the U.S. Virgin Islands. There are over 600 service locations across the country. SBDC's offer "one-stop" assistance to small businesses, making a wide variety of information and guidance available on management techniques and technology. Most SBDC's are headquartered at universities or colleges, with approximately 600 sub-centers located throughout the United States in easily accessible areas.

MULTILATERAL ORGANIZATIONS

International Monetary Fund

The International Monetary Fund (IMF) promotes international monetary cooperation by providing mechanisms for consultation and collaboration on international monetary problems. It facilitates the expansion and balanced growth of international trade, promotes exchange stability, and assists in the multilateral system of payments for transactions between members.

For further information, contact:

International Monetary Fund Tel: (202) 623–7062 FAX: (202) 623–6772	Hernan Puentes Chief Information Officer External Relations Department	700 19th Street, N.W. Washington, DC 20431

Organization for Economic Cooperation and Development

The Organization for Economic Cooperation and Development (OECD) is an international, intergovernmental organization that promotes policies designed to achieve the highest possible sustainable economic growth, employment, and standard of living in its 24 member countries. It contributes to sound economic expansion in member as well as nonmember countries and to the expansion of world trade on a multilateral, nondiscriminatory basis in accordance with international obligations.

For further information, contact:

Organization for Economic Cooperation and Development Tel: (202) 785–6323 FAX: (202) 785–0350	Denis Lamb Head, Publications and Information Center	2001 L Street, N.W., Suite 700 Washington, DC 20036

The World Bank

The International Bank for Reconstruction and Development (World Bank) assists less developed member countries by facilitating the investment of capital for productive purposes. The World Bank promotes private foreign investment and, when private capital is not available on reasonable terms, supplements it by providing financing primarily from funds raised in the world capital markets and other resources. The World Bank promotes the long-range, balanced growth of international trade and a continued balance of payments in its member countries by encouraging international investment for the development of member resources, thereby raising productivity and the standard of living. For further information, contact:

The World Bank Tel: (202) 473–1782 FAX: (202) 676–0578	Tim Cullen Chief of Information and Public Affairs	1818 H Street, N.W., Room E-8059 Washington, DC 20433

FOREIGN EMBASSIES IN THE UNITED STATES

Embassies can provide general information on economic and political conditions, duties, regulations, and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the foreign consulates located at many leading U.S. ports.

Afghanistan Tel: (202) 234–3770 FAX: 328–3516	Embassy of the Republic of Afghanistan	2341 Wyoming Avenue, N.W. Washington, DC 20008
Algeria Tel: (202) 265–2800	Embassy of the Democratic and Popular Republic of Algeria	2118 Kalorama Road, N.W. Washington, DC 20008
Antigua and Barbuda Tel: (202) 362–5211 FAX: 362–5225	Embassy of Antigua and Barbuda	3400 International Drive, N.W. Suite 4M Washington, DC 20008
Argentina Tel: (202) 939–6400	Embassy of the Argentine Republic	1600 New Hampshire Avenue, N.W. Washington, DC 20009
Australia Tel: (202) 797–3000 FAX: 797–3168	Embassy of Australia	1601 Massachusetts Avenue, N.W. Washington, DC 20036
Austria Tel: (202) 483–4474 FAX: 483–2743	Embassy of Austria	2343 Massachusetts Avenue, N.W. Washington, DC 20008
Bahamas Tel: (202) 944–3390 FAX: 319–2668	Embassy of the Commonwealth of the Bahamas	600 New Hampshire Avenue, N.W. Suite 865 Washington, DC 20037
Bahrain Tel: (202) 342–0741	Embassy of the State of Bahrain	3502 International Drive, N.W. Washington, DC 20008
Bangladesh Tel: (202) 342–8372	Embassy of the People's Republic of Bangladesh	2201 Wisconsin Avenue, N.W. Washington, DC 20007
Barbados Tel: (202) 939–9200	Embassy of Barbados	2144 Wyoming Avenue, N.W. Washington, DC 20008
Belgium Tel: (202) 333–6900	Embassy of Belgium	3330 Garfield Street, N.W. Washington, DC 20008
Belize Tel: (202) 363–4505 FAX: 362–7468	Embassy of Belize	3400 International Drive, N.W. Suite 2J Washington, DC 20008

Benin Tel: (202) 232–6656	Embassy of the People's Republic of Benin	2737 Cathedral Avenue, N.W. Washington, DC 20008
Bolivia Tel: (202) 483–4410 FAX: 328–3712	Embassy of Bolivia	3014 Massachusetts Avenue, N.W. Washington, DC 20008
Botswana Tel: (202) 244–4990 FAX: 244–4164	Embassy of the Republic of Botswana	3400 International Drive, N.W. Suite 47M Washington, DC 20008
Brazil Tel: (202) 745–2700 FAX: 745–2827	Brazilian Embassy	3006 Massachusetts Avenue, N.W. Washington, DC 20008
Brunei Tel: (202) 342–0159 FAX: 342–0158	Embassy of the State of Brunei Darussalam	2600 Virginia Avenue, N.W. Watergate, Suite 300, 3rd Floor Washington, DC 20037
Bulgaria Tel: (202) 387–7969 FAX: 234–7973	Embassy of the People's Republic of Bulgaria	1621 22nd Street, N.W. Washington, DC 20008
Burkina Faso Tel: (202) 332–5577	Embassy of Burkina Faso	2340 Massachusetts Avenue, N.W. Washington, DC 20008
Burma (See Myanmar)		
Burundi Tel: (202) 342–2574	Embassy of the Republic of Burundi	2233 Wisconsin Avenue, N.W. Suite 212 Washington, DC 20007
Cameroon Tel: (202) 265–8790	Embassy of the Republic of Cameroon	2349 Massachusetts Avenue, N.W. Washington, DC 20008
Canada Tel: (202) 682–1740 FAX: 682–7726	Embassy of Canada	501 Pennsylvania Avenue, N.W. Washington, DC 20001
Cape Verde Tel: (202) 965–6820 FAX: 965–1207	Embassy of the Republic of Cape Verde	3415 Massachusetts Avenue, N.W. Washington, DC 20007
Central African Republic Tel: (202) 483–7800	Embassy of Central African Republic	1618 22nd Street, N.W. Washington, DC 20008

Chad Tel: (202) 462–4009 FAX: 265–1937	Embassy of the Republic of Chad	2002 R Street, N.W. Washington, DC 20009
Chile Tel: (202) 785–1746	Embassy of Chile	1732 Massachusetts Avenue, N.W. Washington, DC 20036
China Tel: (202) 328–2500	Embassy of the People's Republic of China	2300 Connecticut Avenue, N.W. Washington, DC 20008
Colombia Tel: (202) 387–8338 FAX: 232–8643	Embassy of Colombia	2118 Leroy Place, N.W. Washington, DC 20008
Comoros Tel: (212) 972–8010 FAX: (212) 983–4712	Embassy of the Federal and Islamic Republic of the Comoros	c/o The Permanent Mission of the Federal and Islamic Republic of the Comoros to the United Nations 336 E. 45th Street 2nd Floor New York, NY 10017
Congo, People's Republic of Tel: (202) 726–5500	Embassy of the People's Republic of the Congo	4891 Colorado Avenue, N.W. Washington, DC 20011
Costa Rica Tel: (202) 234–2945 FAX: 234–8653	Embassy of Costa Rica	1825 Connecticut Avenue, N.W. Suite 211 Washington, DC 20009
Cote D'Ivoire (formerly of Ivory Coast) Tel: (202) 797–0300	Embassy of the Republic Cote D'Ivoire	2424 Massachusetts Avenue, N.W. Washington, DC 20008
Cyprus Tel: (202) 462–5772	Embassy of the Republic of Cyprus	2211 R Street, N.W. Washington, DC 20008
Czechoslovakia Tel: (202) 363–6315 FAX: 966–8540	Embassy of the Czech and Slovak Federative Republic	3900 Linnean Avenue, N.W. Washington, DC 20008
Denmark Tel: (202) 234–4300 FAX: 328–1470	Royal Danish Embassy	3200 Whitehaven Street, N.W. Washington, DC 20008
Djibouti Tel: (202) 331–0270 FAX: 331–0302	Embassy of the Republic of Djibouti	1430 K Street, N.W. Suite 600 Washington, DC 20005

Dominican Republic Tel: (202) 332–6280	Embassy of the Dominican Republic	1715 22nd Street, N.W. Washington, DC 20008
Ecuador Tel: (202) 234–7200	Embassy of Ecuador	2535 15th Street, N.W. Washington, DC 20009
Egypt Tel: (202) 232–5400	Embassy of the Arab Republic of Egypt	2310 Decatur Place, N.W. Washington, DC 20008
El Salvador Tel: (202) 265–9671	Embassy of El Salvador	2308 California Street, N.W. Washington, DC 20008
Equatorial Guinea Tel: (212) 599–1523	Embassy of Equatorial Guinea	801 Second Avenue Suite 1403 New York, NY 10017
Estonia Tel: (212) 247–1450	Legation of Estonia	Office of Consulate General 9 Rockefeller Plaza New York, NY 10020
Ethiopia Tel: (202) 234–2281	Embassy of Ethiopia	2134 Kalorama Road, N.W. Washington, DC 20008
European Communities, Delegation of the Commission of the Tel: (202) 862–9500		2100 M Street, N.W. 7th Floor Washington, DC 20037
Fiji Tel: (202) 337–8320 FAX: 337–1996	Embassy of Fiji	2233 Wisconsin Avenue, N.W. Washington, DC 20007
Finland Tel: (202) 363–2430 FAX: 363–8233	Embassy of Finland	3216 New Mexico Avenue, N.W. Washington, DC 20016
France Tel: (202) 944–6000 FAX: 944–6336	Embassy of France	4101 Reservoir Road, N.W. Washington, DC 20007
Gabon Tel: (202) 797–1000	Embassy of the Gabonese Republic	2034 20th Street, N.W. Washington, DC 20009
Gambia, The Tel: (202) 842–1356 FAX: 842–2073	Embassy of The Gambia	1030 15th Street, N.W. Suite 720 Washington, DC 20005

Germany, Federal Republic of Tel: (202) 298–4000 FAX: 298–4249	Embassy of the Federal Republic of Germany	4645 Reservoir Road, N.W. Washington, DC 20007
Ghana Tel: (202) 686–4520 FAX: 686–4527	Embassy of Ghana	3512 International Drive, N.W. Washington, DC 20008
Great Britain (See United Kingdom of Great Britain and Northern Ireland)		
Greece Tel: (202) 939–5800 FAX: 939–5824	Embassy of Greece	2221 Massachusetts Avenue, N.W. Washington, DC 20008
Grenada Tel: (202) 265-2561	Embassy of Grenada	1701 New Hampshire Avenue, N.W. Washington, DC 20009
Guatemala Tel: (202) 745–4952 FAX: 745–1908	Embassy of Guatemala	2220 R Street, N.W. Washington, DC 20008
Guinea Tel: (202) 483–9420	Embassy of the Republic of Guinea	2112 Leroy Place, N.W. Washington, DC 20008
Guinea-Bissau Tel: (202) 872–4222 FAX: 872–4226	Embassy of the Republic of Guinea-Bissau	918 16th Street, N.W. Mezzanine Suite Washington, DC 20006
Guyana Tel: (202) 265–6900	Embassy of Guyana	2490 Tracy Place, N.W. Washington, DC 20008
Haiti Tel: (202) 332–4090 FAX: 745–7215	Embassy of Haiti	2311 Massachusetts Avenue, N.W. Washington, DC 20008
Holy See Tel: (202) 333–7121	Apostolic Nunciature	3339 Massachusetts Avenue, N.W. Washington, DC 20008
Honduras Tel: (202) 332–4090 FAX: 966–9751	Embassy of Honduras	3007 Tilden Street, N.W. Washington, DC 20008
Hungary Tel: (202) 362–6730	Embassy of the Republic of Hungary	3910 Shoemaker Street, N.W. Washington, DC 20008

Iceland Tel: (202) 265–6653 FAX: 265–6656	Embassy of Iceland	2022 Connecticut Avenue, N.W. Washington, DC 20008
India Tel: (202) 939–7000	Embassy of India	2107 Massachusetts Avenue, N.W. Washington, DC 20008
Indonesia Tel: (202) 775–5200	Embassy of the Republic of Indonesia	2020 Massachusetts Avenue, N.W. Washington, DC 20036
Iraq Tel: (202) 483–7500 FAX: 462–5066	Embassy of the Republic of Iraq	1801 P Street, N.W. Washington, DC 20036
Ireland Tel: (202) 462–3939	Embassy of Ireland	2234 Massachusetts Avenue, N.W. Washington, DC 20008
Israel Tel: (202) 364–5500 FAX: 364–5610	Embassy of Israel	3514 International Drive, N.W. Washington, DC 20008
Italy Tel: (202) 328–5500 FAX: 328–5538	Embassy of Italy	1601 Fuller Street, N.W. Washington, DC 20009
Ivory Coast **(See Cote D'Ivoire)**		
Jamaica Tel: (202) 452–0660 FAX: 452–0081	Embassy of Jamaica	1850 K Street, N.W. Suite 355 Washington, DC 20006
Japan Tel: (202) 939–6700 FAX: 939–6900	Embassy of Japan	2520 Massachusetts Avenue, N.W. Washington, DC 20008
Jordan Tel: (202) 966–2664 FAX: 966–3110	Embassy of the Hashemite Kingdom of Jordan	3504 International Drive, N.W. Washington, DC 20008
Kenya Tel: (202) 387–6101	Embassy of Kenya	2249 R Street, N.W. Washington, DC 20008
Korea Tel: (202) 939–5600 FAX: 797–0595	Embassy of Korea	2370 Massachusetts Avenue, N.W. Washington, DC 20008

Kuwait Tel: (202) 966–0702 FAX: 966–0517	Embassy of the State of Kuwait	2940 Tilden Street, N.W. Washington, DC 20008
Laos Tel: (202) 332–6416	Embassy of the Lao People's Democratic Republic	2222 S Street, N.W. Washington, DC 20008
Latvia Tel: (202) 726–8213	Legation of Latvia	4325 17th Street, N.W. Washington, DC 20011
Lebanon Tel: (202) 939–6300 FAX: 939–6324	Embassy of Lebanon	2560 28th Street, N.W. Washington, DC 20008
Lesotho Tel: (202) 797–5533 FAX: 234–6815	Embassy of the Kingdom of Lesotho	2511 Massachusetts Avenue, N.W. Washington, DC 20008
Liberia Tel: (202) 723–0437	Embassy of the Republic of Liberia	5201 16th Street, N.W. Washington, DC 20011
Lithuania Tel: (202) 234–5860 FAX: 328–0466	Legation of Lithuania	2622 16th Street, N.W. Washington, DC 20009
Luxembourg Tel: (202) 265–4171 FAX: 328–8270	Embassy of Luxembourg	2200 Massachusetts Avenue, N.W. Washington, DC 20008
Madagascar Tel: (202) 265–5525	Embassy of the Democratic Republic of Madagascar	2374 Massachusetts Avenue, N.W. Washington, DC 20008
Malawi Tel: (202) 797–1007	Malawi Embassy	2408 Massachusetts Avenue, N.W. Washington, DC 20008
Malaysia Tel: (202) 328–2700 FAX: 483–7661	Embassy of Malaysia	2401 Massachusetts Avenue, N.W. Washington, DC 20008
Mali Tel: (202) 332–2249 FAX: 387–5470	Embassy of the Republic of Mali	2130 R Street, N.W. Washington, DC 20008
Malta Tel: (202) 462–3611 FAX: 387–5470	Embassy of Malta	2017 Connecticut Avenue, N.W. Washington, DC 20008

Marshall Islands Tel: (202) 234–5414 FAX: 232–3236	Representative Office of the Republic of the Marshall Islands	2433 Massachusetts Avenue, N.W. Washington, DC 20008
Mauritania Tel: (202) 232–5700	Embassy of the Islamic Republic of Mauritania	2129 Leroy Place, N.W. Washington, DC 20008
Mauritius Tel: (202) 244–1491 FAX: 966–0983	Embassy of Mauritius	4301 Connecticut Avenue, N.W. Suite 134 Washington, DC 20008
Mexico Tel: (202) 728–1600 FAX: 728–1698	Embassy of Mexico	1911 Pennsylvania Avenue, N.W. Washington, DC 20006
Micronesia Tel: (202) 223–4383 FAX: 223–4391	Embassy of the Federated States of Micronesia	1725 N Street, N.W. Washington, DC 20036
Mongolia Tel: (301) 983–1962 FAX: 983–2140	Embassy of the Mongolian People's Republic	10201 Iron Gate Road Potomac, MD 20854
Morocco Tel: (202) 462–7979 FAX: 265–0161	Embassy of Morocco	1601 21st Street, N.W. Washington, DC 20009
Mozambique Tel: (202) 293–7146 FAX: 235–0245	Embassy of the People's Republic of Mozambique	1990 M Street, N.W. Suite 570 Washington, DC 20036
Myanmar (formerly Burma) Tel: (202) 332–9044	Embassy of the Union of Myanmar	2300 S Street, N.W. Washington, DC 20008
Nepal Tel: (202) 667–4550	Royal Nepalese Embassy	2131 Leroy Place, N.W. Washington, DC 20008
Netherlands Tel: (202) 244–5300 FAX: 362–3430	Embassy of the Netherlands	4200 Linnean Avenue, N.W. Washington, DC 20008
New Zealand Tel: (202) 328–4800 FAX: 265–9659	Embassy of New Zealand	37 Observatory Circle, N.W. Washington, DC 20008

Nicaragua Tel: (202) 939–6570 FAX: 939–6545	Embassy of Nicaragua	1627 New Hampshire Avenue, N.W. Washington, DC 20009
Niger Tel: (202) 483–4224	Embassy of the Republic of Niger	2204 R Street, N.W. Washington, DC 20008
Nigeria Tel: (202) 822–1500	Embassy of the Federal Republic of Nigeria	2201 M Street, N.W. Washington, DC 20037
Norway Tel: (202) 333–6000 FAX: 337–0870	Royal Norwegian Embassy	2720 34th Street, N.W. Washington, DC 20008
Oman Tel: (202) 387–1980	Embassy of the Sultanate of Oman	2342 Massachusetts Avenue, N.W. Washington, DC 20008
Pakistan Tel: (202) 939–6200 FAX: 387–0484	Embassy of Pakistan	2315 Massachusetts Avenue, N.W. Washington, DC 20008
Panama Tel: (202) 483–1407	Embassy of Panama	2862 McGill Terrace, N.W. Washington, DC 20008
Papua New Guinea Tel: (202) 745–3679 FAX: 745–3679	Embassy of Papua New Guinea	1615 New Hampshire Avenue, N.W. Third Floor Washington, DC 200008
Paraguay Tel: (202) 483–6960 FAX: 234–4508	Embassy of Paraguay	2400 Massachusetts Avenue, N.W. Washington, DC 20008
Peru Tel: (202) 833–9860	Embassy of Peru	1700 Massachusetts Avenue, N.W. Washington, DC 20036
Philippines Tel: (202) 483–1414 FAX: 328–7614	Embassy of the Philippines	1617 Massachusetts Avenue, N.W. Washington, DC 20036
Poland Tel: (202) 234–3800 FAX: 328–6271	Embassy of the Republic of Poland	2640 16th Street, N.W. Washington, DC 20009
Portugal Tel: (202) 328–8610 FAX: 462–3726	Embassy of Portugal	2125 Kalorama Road, N.W. Washington, DC 20008

Qatar Tel: (202) 338–0111	Embassy of the State of Qatar	600 New Hampshire Avenue, N.W. Suite 1180 Washington, DC 20037
Romania Tel: (202) 232–4747 FAX: 232–4748	Embassy of Romania	1607 23rd Street, N.W. Washington, DC 20008
Rwanda Tel: (202) 232–2882 FAX: 232–4544	Embassy of the Republic of Rwanda	1714 New Hampshire Avenue, N.W. Washington, DC 20009
Saint Kitts and Nevis Tel: (202) 833–3550 FAX: 833–3553	Embassy of Saint Kitts and Nevis	2100 M Street, N.W. Suite 608 Washington, DC 20037
Saint Lucia Tel: (202) 463–7378 FAX: 887–5746	Embassy of Saint Lucia	2100 M Street, N.W. Suite 309 Washington, DC 20037
Sao Tome and Principe Tel: (212) 697–4211 FAX: (212) 687–8389	Embassy of Sao Tome and Principe	801 Second Avenue Suite 1504 New York, NY 10017
Saudi Arabia Tel: (202) 342–3800 FAX: 342–0271	Embassy of Saudi Arabia	601 New Hampshire Avenue, N.W. Washington, DC 20037
Senegal Tel: (202) 234–0540	Embassy of the Republic of Senegal	2112 Wyoming Avenue, N.W. Washington, DC 20008
Seychelles Tel: (212) 687–9766 FAX: (212) 808–4975	Embassy of the Republic of Seychelles	c/o The Permanent Mission of Seychelles to the United Nations 820 Second Avenue Suite 900F New York, NY 10017
Sierra Leone Tel: (202) 939–9261	Embassy of Sierra Leone	1701 19th Street, N.W. Washington, DC 20009
Singapore Tel: (202) 667–7555 FAX: 265–7915	Embassy of Singapore	1824 R Street, N.W. Washington, DC 20009

Somalia Tel: (202) 342–1575	Embassy of the Somali Democratic Republic	600 New Hampshire Avenue, N.W. Suite 710 Washington, DC 20037
South Africa Tel: (202) 232–4400	Embassy of South Africa	3051 Massachusetts Avenue, N.W. Washington, DC 20008
Spain Tel: (202) 265–0190 FAX: 265–9478	Embassy of Spain	2700 15th Street, N.W. Washington, DC 20009
Sri Lanka Tel: (202) 483–4025 FAX: 232–7181	Embassy of the Democratic Socialist Republic of Sri Lanka	2148 Wyoming Avenue, N.W. Washington, DC 20008
Sudan Tel: (202) 338–8565	Embassy of the Republic of the Sudan	2210 Massachusetts Avenue, N.W. Washington, DC 20008
Suriname Tel: (202) 244–7488 FAX: 244–5878	Embassy of the Republic of Suriname	4301 Connecticut Avenue, N.W. Suite 108 Washington, DC 20008
Swaziland Tel: (202) 362–6683 FAX: 244–8059	Embassy of the Kingdom of Swaziland	3400 International Drive, N.W. Washington, DC 20008
Sweden Tel: (202) 944–5600 FAX: 342–1319	Embassy of Sweden	600 New Hampshire Avenue, N.W. Washington, DC 20037
Switzerland Tel: (202) 745–7900 FAX: 387–2564	Embassy of Switzerland	2900 Cathedral Avenue, N.W. Washington, DC 20008
Syria Tel: (202) 232–6313 FAX: 234–9548	Embassy of the Syrian Arab Republic	2215 Wyoming Avenue, N.W. Washington, DC 20008
Tanzania Tel: (202) 939–6125 FAX: 797–7408	Embassy of the United Republic of Tanzania	2139 R Street, N.W. Washington, DC 20008
Thailand Tel: (202) 483–7200 FAX: 429–2949	Embassy of Thailand	2300 Kalorama Road, N.W. Washington, DC 20008

Togo Tel: (202) 234–4212	Embassy of the Republic of Togo	2208 Massachusetts Avenue, N.W. Washington, DC 20008
Trinidad and Tobago Tel: (202) 467–6490 FAX: 785–3130	Embassy of Trinidad and Tobago	1708 Massachusetts Avenue, N.W. Washington, DC 20036
Tunisia Tel: (202) 862–1850	Embassy of Tunisia	1515 Massachusetts Avenue, N.W. Washington, DC 20005
Turkey Tel: (202) 659–8200 FAX: 659–0744	Embassy of the Republic of Turkey	1714 Massachusetts Avenue, N.W. Washington, DC 20036
Uganda Tel: (202) 726–7100 FAX: 726–1727	Embassy of the Republic of Uganda	5909 16th Street, N.W. Washington, DC 20011
Union of Soviet Socialist Republics Tel: (202) 628–7551	Embassy of the Union of Soviet Socialist Republics	1125 16th Street, N.W. Washington, DC 20036
United Arab Emirates Tel: (202) 338–6500	Embassy of the United Arab Emirates	600 New Hampshire Avenue, N.W. Suite 740 Washington, DC 20037
United Kingdom of Great Britain and Northern Ireland Tel: (202) 462–1340 FAX: 898–4255	British Embassy	3100 Massachusetts Avenue, N.W. Washington, DC 20008
Uruguay Tel: (202) 331–1313	Embassy of Uruguay	1918 F Street, N.W. Washington, DC 20006
Venezuela Tel: (202) 342–2214	Embassy of Venezuela	1099 3oth Street, N.W. Washington, DC 20008
Western Samoa Tel: (202) 833–1746 FAX: 833–1746	Embassy of Western Samoa	1155 15th Street, N.W. Room 510 Washington, DC 20005
Yemen Tel: (202) 965–4760 FAX: 337–2017	Embassy of the Yemen Arab Republic	600 New Hampshire Avenue, N.W. Suite 840 Washington, DC 20037

Yugoslavia Tel: (202) 462–6566 FAX: 797–9663	Embassy of the Socialist Federal Republic of Yugoslavia	2410 California Street, N.W. Washington, DC 20008
Zaire Tel: (202) 234–7690	Embassy of the Republic of Zaire	1800 New Hampshire Avenue, N.W. Washington, DC 20009
Zambia Tel: (202) 265–9717	Embassy of the Republic of Zambia	2419 Massachusetts Avenue, N.W. Washington, DC 20008
Zimbabwe Tel: (202) 332–7100	Embassy of Zimbabwe	1608 New Hampshire Avenue, N.W. Washington, DC 20008